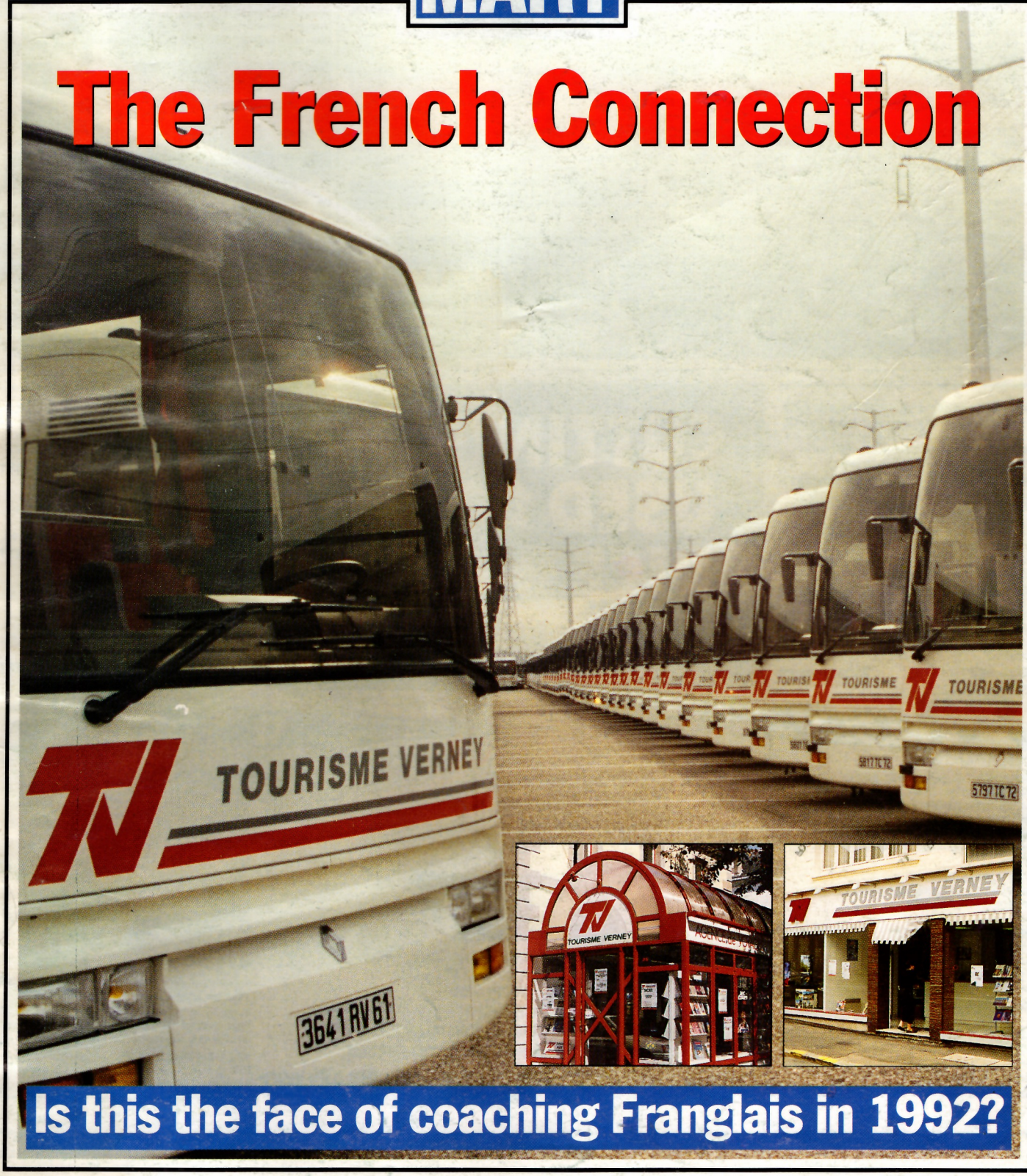
COACH MART

The weekly for the coach industry | Issue 647 £1 | July 11, 1991

The French Connection



Is this the face of coaching Franglais in 1992?

Carlton P.S.V.

IMMEDIATE DELIVERY — NEW NEOPLANS

Skyliner, Mercedes V8 Twin Turbo, 79 recliners, toilet, full spec etc.

Transliner, Mercedes V8 engine, 48/51 recliners, toilet, full spec, etc, choice of two.

NEOPLAN

1987 Neoplan Jetliner (Scania) 44 recliners, 10 speed gearbox, toilet, washroom, drinks machine, servery, rollo blinds, conti door, driver's bunk, MoT 13.05.91. Stock No. R044.

1986 Neoplan Skyliner, 73/77 seats, Gardner engine, ZF automatic gearbox, radio/PA/cassette, toilet, fridge, drinks, choice of 2. Stock Nos. 1065 & 1066.

1984 Neoplan Skyliner, 75/77 recliners, DAF 11.6 Turbo engine, 8 speed gearbox, toilet/washroom, servery, water boiler, fridge, curtains, choice of two, MoTs 22.11.91 and 15.01.92. Stocks nos M110 and M111.

1983/4 Neoplan Skyliner, 71-75 seats, Mercedes V10 engine, 6 speed ZF gearbox, toilet, fridge, radio/PA, drinks machine. Stock No. 9019 to 9022 and 0041.

1983 Neoplan Skyliner, 73 seats, Mercedes V10 engine, 6 speed ZF gearbox, servery, courier seat, MoT 20.05.92. Stock No. 9017.

1982 Neoplan Jetliner (Mercedes), 49 recliners, N/S plug door 6 speed ZF, toilet, washroom, drinks machine, fridge, continental door, rollo blinds, driver's bunk, courier seat, MoT 13.05.91. Stock No. R028.

1982 Neoplan Skyliner (with cherished plates), recently remoquetted (blue) and resprayed (white), 71 recliners, Mercedes V10, 6-speed ZF gearbox, toilet, fridge, drinks machine etc, MoT 11.03.92. Stock No. 0004.

VOLVO

1987 VOLVO B10M Plaxton 3500, 49/53 recliners, 6 speed gearbox, O/S rear sunken toilet, O/S continental door, curtains, courier seat, crew bunk, side lockers, driver's fan, MoT 24.02.92. Stock No. 1050.

1980 VOLVO B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automat g/b, power door, tinted windows, curtains, side lockers, MoT 17.12.91. Stock No. 0012.

1983 Volvo B10M, 48 seats, 6 speed gearbox, curtains, toilet, drinks machine, MoT 29.11.91. Stock no R037.

1980 VOLVO B58, 11 metre, 51 seats, Alpha power door, Telma, white livery, red moq, MoT 27.01.92. Stock No. 0014.

1973 VOLVO B58, 11 metre, 53 (remoquetted) seats, X'Press doors, side lockers, MoT 03.10.91. Stock No. 1047.

SCANIA

1986 Scania K112 Plaxton 3500. 55 reclining seats, demountable toilet, double glazed, retarder, curtains, radio/PA/cassette, MoT 01.03.92. Stock No. 1063.

1986 Scania Berkhof Eclipse doble deck, 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white, MoT 11.04.91. Stock No. 0021.

BEDFORD

1980 Bedford PJK, 29 seat, Duple Dom, MoT 16.09.91. Stock No. 0007.

1975 Bedford YRQ Plaxton, 45 seats, power door, side lockers, private plates, MoT 17.09.91. Stock No. 1062

LEYLAND

1981 Leyland Leopard Duple Dominant, 53 seats, 6 speed ZF g/box, red moq, livery white, MoT 23.08.91. Stock No. M9012.

1981 Leyland, 12 metre Plaxton, 49 recliners, 6 speed ZF gearbox, cream exterior, autumn tint moquette. Choice of 2. MoTs 29.08.91 and 25.10.91. Stock No. 9010 & 9011.

1980 Leyland Leopard, 11 metre Plaxton, 53 (remoquetted) seats, X'Press doors, 6 speed ZF gearbox, side lockers, MoT 29.08.91. Stock No. 9009.

AEC

1977 AEC Plaxton Express, 53 seater, semi-auto gearbox, Bristol dome, white/black exterior, autumn tint moquette. MoT 3.10.91. Stock No. 0006.

CUMMINS

1985 Duple 425 (Cummins) 6 speed automatic g/box. 54 recliners, curtains, radio/PA, toilet, drinks machine, TV monitors, continental door, courier seat. Stock No. 1070.

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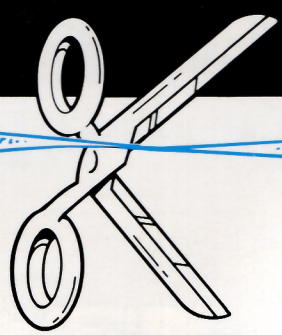
CUTTING THE USED COACH PRICE BARRIER



VOLVO 1986 B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, sunken toilet o/s rear, courier seat, curtains, fridge, water boiler, tinted side windows, beige/blue moquette trim, white + yellow/orange stripes.
M.O.T. FEB 1992 **£60,000 NETT**

DAF 1986 DKFL PLAXTON PARAMOUNT 3500 12M, 49/53 recliners, grey/red moquette, demountable rear sunken toilet, continental exit door, courier seat, curtains, power entrance door, wired for TV/video, cream/duo blue.
M.O.T. FEB 1992 **£57,500 NETT**

TOYOTA 1986 (OCT) CAETANO OPTIMO, 21 str., grey/red moquette, power entrance door, courier seat, curtains, armrests, saloon table, grey/red.
M.O.T. SEP 1991 **£17,500 NETT**

DAF 1984 DKFL CAETANO ALGARVE 12M, 49 recliners, grey/orange moquette, power door, courier seat, curtains, toilet, wired for T.V./video, carpet, water boiler, duo red/white.
M.O.T. JUNE 1992 **£37,500 NETT**

VOLVO 1983 (AUG) B10M BERKHOF ESPRITE HIGH-LINE 12M, 49/53 recliners, autumn tint moquette, demountable toilet, continental door, TELMA retarder, cream/red.
M.O.T. FEB 1992 **£35,000 NETT**

BOVA 1983 (AUG) EUROPA II INTEGRAL 12M, 49 str., red moquette (44 recliners + 5 fixed at rear) power entrance door, courier seat, curtains, centre sunken toilet, continental door, TELMA, Webasto, driver's fan, white/yellow/orange.
M.O.T. MAR 1992 **£29,500 NETT**

PRICE·PRICE·PRICE·PRICE·PRICE

BOVA 1989 FUTURA FHD 12.290 INTEGRAL 12M, 51 str., duo red moquette, centre sunken toilet + continental exit, Webasto pre-heater, driver's berth, double glazing to side windows, curtains, DE headlamps/foglamps, wired for TV/video, all white.
M.O.T. JUNE 1992
AVAILABLE ON OPERATIONAL LEASE - SUBJECT TO STATUS

VOLVO 1986 (AUG) B10MT (TANDEM) VAN HOOL-ALIZEE-SH 12M, 49 recliners, grey/red moquette, rear toilet, driver's berth, courier seat, curtains, fridge, drinks machine, wired for T.V./video, white/blue/gold.
M.O.T. APR 1992 **£62,500 NETT**

LEYLAND 1985 TIGER 245 DUPLE LASER EXPRESS 11M, 51 str., autumn tint moquette, armrests, power entrance door, destination equipment, red/gold.
M.O.T. FEB 1992 **£35,000 NETT**

DAF 1983 DKFL VAN HOOL ALIZEE-H 12M, 48 recliners, brown moquette, rear floor mounted toilet, continental entrance door, Webasto heating, driver's berth, power operated entrance door, courier seat, curtains, wiring for T.V./video, white/grey/red.
M.O.T. FEB 1992 **£39,500 NETT**

LEYLAND 1983 TIGER 245 DUPLE DOMINANT IV EXPRESS 11M, semi-automatic gearbox, driver's partition, bristol dome, power entrance door, 53 str., autumn tint moquette, white/duo green.
M.O.T. DEC 1991 **£25,000 NETT**

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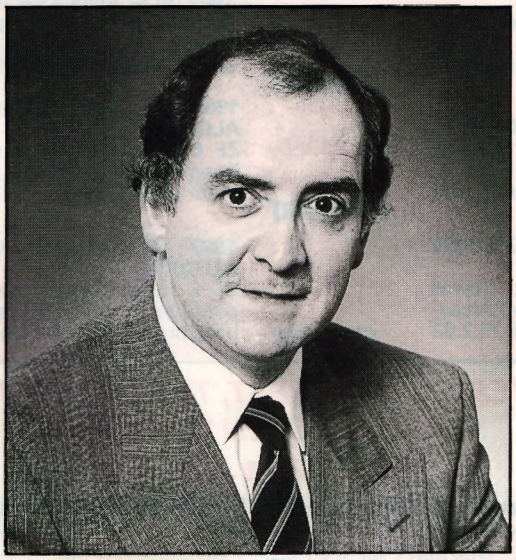

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COMMENT

NO SOONER had *Coachmart* gone into print with criticisms of the National Express diversion into bussing than Scottish Citylink parent group, Clansman, announced its intention to buy Highland Scottish.

Clansman's Guido Crolla is apparently aware of the dangers, but feels that the secret is in placing the correct value on the company and paying only that price.

Citylink's first few months of independent trading were eventful to say the very least, with head-on competition in Scotland and on cross-border services from National Express, the departure of managing director and buy-out leader Alan Howes, and acrimonious exchanges with former SBG companies over contracts for the 1991 Summer season.

Lowland Omnibuses withdrew at very short notice alleging non-payment of invoices, and Highland started up a competing service between Inverness and Edinburgh.

At the start of the summer timetable, National Express withdrew from some of its competing services, and this, together with Citylink's aggressive marketing and improved vehicle quality, has helped to improve its performance and financial standing. Geographically, there's a world of difference between NE's bus acquisitions and Clansman's.

For all that, if Clansman/Rapsons manage to dovetail bus and express coach operation together profitably, Drawlane's investors may be kicking themselves.

One thing is certain. Highland faces some major changes in the next few months...

DOVER deserves a congratulatory slap on the back for its rapid response to coach operator criticism of facilities at the port.

Coachmart has long campaigned on operators' behalf to stop the practice of all passenger checks through the usual customs control.

The sight of hundreds of often elderly clients struggling with both bags and duty-free allocation through the Green Channel has been harrowing to say the least.

Now, Dover says a new facility under construction will allow all EC Nationals to obtain clearence after customs officers have boarded for a check.

It's great news for operators and clients.

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1984 (A) MB200 DKFL CAETANO ALGARVE
Manual Splitter gearbox, pannier lockers, power door, cont. door, ducted heating, radio/PA/cassette, 53 seats + courier, ext white, MoT 18.6.92

£39,850 ~~£45,950~~

1987 (D) VOLVO B10M GL PLAXTON 3500 HIGHLINE
Telma, side lockers, driver's bunk, power door, cont. door, centre toilet, radio/PA/cassette, 49R seats, exterior white, MoT 25.2.92

£69,950 ~~£79,950~~

1987 (E) SCANIA K92CR PLAXTON 3200
Manual gearbox, wheel discs, integral side lockers, power door, 55 seats, interior brown stripe, exterior white, MoT

£69,500 ~~£74,500~~

1989 (F) DAF SB2300 ATI CAETANO ALGARVE
ZF 6 speed Splitter gearbox, power door, integral side lockers, cutains, 53R seats, interior grey/brown, exterior white, MoT new

£69,500 ~~£79,500~~

1989 (F) DAF SB2300 ATI CAETANO ALGARVE
ZF 6 speed Splitter gearbox, wheel discs, continental door, curtains, 53R seats, interior grey brown, exterior white, MoT new

£69,500 ~~£79,500~~

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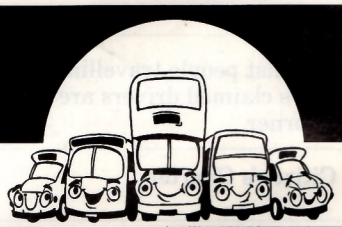

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■TOURS

New high speed checks to be introduced at Dover

COACH passengers through Dover will be speeded along thanks to a new £170,000 coach check area being built at the Kent port.

Following complaints from operators and *Coachmart* - coupled with a common sense approach from customs officials - passengers will soon be able to stay in their seats while officers give the coach clearance.

'Under the new procedure, a coach will be indentified as having on-board clearance potential by the coach driver displaying an immigration document indicating that all his passengers are European Community nationals,' says the Port.

'These coaches will be directed into a new coach control area where customs and immigration officers will board and decide whether to institute on-board clearance or not, but it is thought the majority will be granted Route C status to exit the port directly.'

The coach check area is still under construction but a spokeswoman for the Port said the facility should be operational by the end of summer or early autumn.

Port of Dover: getting £170,000 check area.

Dover customs officials - who recently seized a £175,00 haul of cannabis aboard a coach - have previously insisted that every passenger passes through customs control with all hand luggage, including duty free allowance. Now, the nightmare will end for most drivers with the right documentation.

● ***Last year, 60,000 coaches used Dover carrying over 2.5 million passengers.***

Copies of the essential Coach Immigration Arrivals form can be obtained from the Landside operations manager, Dover Harbour Board, Harbour House, Dover CT17 9BU. This must be correctly completed if coaches are to use the new check area.

■SBG SELL-OFF

Consortium to buy Highland Scottish

A CONSORTIUM of Clansman Travel and Leisure Ltd, and Rapsons Coaches, is set to buy Scottish Bus Group's Highland Scottish subsidiary.

This will be the second SBG acquisition by Clansman - formed by Citylink management to buy Scottish Citylink - and the second tie-in with Alness-based coach operator Rapsons, which bought the Bruce of Airdrie coach business in March.

A new company, Highland Bus & Coach Co Ltd, was set up by Clansman and Rapsons to bid for Highland Scottish, and beat the only other bid, from Highland's management and 256 employees, led by general manager, Ken Smart. No buying price will be announced until the end of the SBG sell-off, but it is thought that the Clansman bid was in the region of £1 million.

Clansman chief executive, Guido Crolla, said that it was too early to talk about any plans for the Highland company.

It would be some weeks before the sale was finalised, but he had already been to Inverness to meet with Highland management and staff.

Highland's background

HIGHLAND Scottish was formerly a significant Citylink contractor, providing coaches and drivers for the long-distance services to the south from Inverness.

The relationship came to an abrupt stop earlier this year when Highland turned down the chance of Citylink work - believed to be worth £750,000, involving 11 coaches.

Highland Scottish alleged at the time that it could cost the company considerably more to handle the Citylink work, and withdrew completely - introducing its own competing coach services between Inverness and Edinburgh.

Observers suggest that these have not attracted large numbers of passengers.

There were subsequently bitter exchanges concerning Citylink's stance allocation at Inverness bus station, when it was alleged that Highland had retained the best position and relegated Citylink to a less favourable spot (*Coachmart*, June 20, 1991).

● THE company, one of the smallest SBG subsidiaries, has 141 buses and 256 staff, operating over a sizeable and sparsely-populated swathe of northern Scotland.

It has depots at Aviemore, Fort William, Inverness, Nairn, Portree (Skye), Tain, Thurso and Wick.

In 1990 Highland lost £504,554 on a £5.97 million turnover.

Highland faces competition on two of its once-profitable town service networks. In Fort William, Gaelicbus runs competing services, while in Inverness, Stagecoach subsidiary Inverness Traction provides a network of minibus services.

The Inverness Traction operation will in September be merged with that of its eastern neighbour, Bluebird Northern, also in Stagecoach control as a result of the SBG sell-off.

● ***How Clansman shareholders heard of sale news - see***

■SBG
SELL-OFF

Shareholders hear of sale

CLANSMAN'S success in being named preferred bidder for Highland Scottish was revealed to shareholders at its first annual general meeting.

Chairman, David Campbell, broke the news to staff after reporting 'satisfactory' trading results for the six months from July to August last year.

Clansman's turnover was £10.06 million, with a profit of £109,000. 'This is very satisfactory bearing in mind recent events in the industry,' he said.

Looking to the future, chief executive, Guido Crolla, said: 'We have recently introduced our new livery, and have improved the age and quality of our vehicles. We are trading at very satisfactory levels.

'We carried broadly the same number of passengers for the period to date this year, compared with last year, but with a 30 percent reduction in the overall level of mileage operated.'

Clansman Travel and Leisure was set up late last year, and now owns Scottish Citylink, holiday tours operation, Clansman Monarch, a share in Bruce's Coaches and a share in Highland Bus & Coach.

He said Clansman was looking to the future, and the likelihood of other acquisitions, but there would first be a settling-down period.

● *See stories on page 5.*

■BUS

Glennie refutes rumours

VOLVO Bus managing director, Sandy Glennie, has hit back at suggestions that the Leyland name is being dropped.

Mr Glennie explained: 'The realities are that Volvo bought Leyland Bus from a willing seller in 1988 and we now have to tailor the business to the pitiful market size that has been reduced through ill-conceived and crudely implemented deregulation, combined with a disastrous economic environment.

'Volvo has certainly not erased the Leyland Scroll as it will be proudly carried by current Leylands and certainly badged on future UK products, at home and abroad, where we still, as you know, remain number one British manufacturer.

'Our body division will also carry the scroll, being marketed as Leyland Bus Bodies, and this well established business is the second biggest bus bodybuilder in the country and its products will continue to give the scroll the highest visibility.'

From this month all Volvo Bus activities in this country have been brought together to form Volvo Bus Limited (VBL). Its UK operation is being streamlined - including sale of its Farington plant in Leyland, Lancashire (*Coachmart*, June 20, 1991).

VBL combines the sales and marketing arm, VL Bus and Coach, and the body and chassis building business, Leyland Bus Ltd.

Mr Glennie warns against indulging in nostalgia.

'We, hard-pressed managers in a crisis industry, have no time left for nostalgia

'Volvo has invested millions of pounds in Leyland Bus, investments in products and facilities, in addition to trading losses.

'Many of the losses stem directly from out-dated policies of using expensive low volume components produced in labour intensive plants running well below capacity.

'We have to take responsible steps to correct this imbalance and we are doing so.'

Mr Glennie believes the news of Volvo Bus has been greeted with enthusiasm by its customers.

'Our announcement of Volvo Bus Ltd will only have beneficial effects on our customers, who will now benefit from a smoother supply of vehicles, parts and service.

'This progress is already evident since the short time that we acquired Leyland Bus and I can report honestly that every customer letter we have received since the announcement of Volvo Bus has been one of warm congratulations and confidence in our new structure.'

■BUS

First customer for East Lancs single-decker

SOUTHAMPTON Citybus is the first customer for East Lancashire Coachbuilders' EL2000 single-deck citybus body on refurbished Leyland Atlantean double-deck chassis. The rebodied bus has been dubbed the Atlantean Sprint.

Southampton Citybus' managing director, Ian Phillips, first suggested the innovative Atlantean refurbishment project to East Lancs. He initially sent two 18-year-old examples for rebodying. Having seen the results he has now upped his order to 10.

Mr Phillips' intends to give all 10 vehicles Irish registration plates to mask their age. And East Lancs is currently negotiating with DVLC, through the Vehicle Inspectorate, for all rebodied vehicles to be newly registered. Joint managing director, Phillip Hilton, said he hoped future vehicles rebodied at East Lancs' Blackburn factory could carry J prefixed number plates.

East Lancs has also launched a version of the EL2000 body the Dennis Dart chassis and Southampton has also bought the first example of this vehicle to be built.

The Sprint conversion can be carried out on both the long and short wheelbase and low and high cab Atlantean chassis. Seating capacity (the seats on Southampton's examples have been refurbished too) is from 39 to 43, with an extra four if the high cab version is used. Typical cost for a full rebody is £37,000.

... but East Lancs stays quiet over new National order

EAST Lancs is tight-lipped about an order for 80 or more rebuilt Leyland Nationals for a company outside of the Drawlane parent company. The first has gone to fellow Drawlane subsidiary London & Country.

The rebuilds, called the Greenway **(right)**, overcome body cracking problems with Nationals using new body members, and re-equipping the vehicles with a Gardner 6HLXB engine. Axles and running gear are refurbished.

The Greenway has a new look with EL2000 front and rear ends. Lowering the front end meets DiPTAC requirements.

The work costs around £45,000 and takes eight weeks, adding 12 years' life to the vehicle.

■LICENSING

Gordons of Kirkbride may get licence despite tacho offences

CUMBRIAN coach operator, Gordons of Kirkbride, which had its international licence revoked following tachograph offences, has been told it may be allowed a national licence.

Proprietor, Thomas Gordon, pleaded guilty in April at Carlisle Crown Court to 36 counts of aiding and abetting drivers to make false entries on tachographs and three counts of making false declarations in applications for vehicle excise licences. He was given a a nine month prison sentence, suspended for two years, fined £18,300 and ordered to pay £1,500 costs *(Coachmart,* April 18).

North Western traffic commissioner, Martin Albu, was told that the offences arose after Mr Gordon engaged in international operations and was held to ransom by a tour operator with 'financial muscle.'

He could not afford to employ the three drivers necessary to do the trips legally and he initially turned a blind eye to drivers' offences and subsequently encouraged them. Mr Gordon is now down to operating six coaches on school contract and private hire work.

Mr Albu said he did not regard it as his job to impose additional penalties. He was much more concerned about what steps had been taken to rectify the situation.

He said he felt the appropriate action was to revoke the licence from August 31 and recommended that Mr Gordon apply for a new national licence for six to eight vehicles.

If he did, said Mr Albu, the application might well be granted if nothing further came to light.

■BUS SALES

Caldaire Holdings: buying 20 percent of UK buses.

Caldaire is the leading bus buyer

NORTH East giant, Caldaire Holdings, will be taking 20 percent of all the single deck large capacity buses produced in the UK this year.

The group, which includes United Automobile Services, Tees & District Transport and Teeside Motor Services, is continuing its ambitious fleet replacement programme despite the general recession in the bus and coachbuilding industry.

And one of the first recipients of its buying policy has been Tees & District which has taken delivery of four Leyland Lynx single deck city buses as part of its ambitious replacement programme.

Tees managing director, Barry Connor, said: 'Despite the current economic difficulties we believe that the industry is fundamentally strong and this investment reflects that confidence. We believe that those companies not buying new vehicles are storing up troubles for themselves.'

This year Tees - Cleveland's largest operator of public transport with 200 vehicles - expects to spend £500,000 on vehicles as part of a £2.5 million investment by the Caldaire group.

■TOURS

Guide Friday set to break million barrier

GUIDE FRIDAY'S passenger numbers should top the million mark for the first time this year with the help of new open-top city tours in Bristol, Plymouth and Chester.

Local operators, Bristol Cityline and Plymouth Citybus, are acting as partners in their own city, using the pattern adopted with Badgerline in Bath where Avon County Council has been handed a petition against the threat of a permit system which would halve the number of open top buses in the city.

Avon planners made the proposal in response to complaints from residents of Bath's Royal Cresent. But 10,000 city tour passengers said they were against the idea.

Richard Leadbeater, Guide Friday's operations director, told *Coachmart:* 'Avon's plan is totally against the 1985 Transport Act. It would not encourage competition and is not the right way to regulate bus services.'

The company operates tours in key UK heritage centres - plus Seville in Southern Spain. Prices vary between £2.50 and £5 for all-day 'get-on get-off' sightseeing. These tours have received the English Tourist Board 'England for Excellence' award and the British Tourist Authority 'Come to Britain' trophy.

Guide Friday: operating in Seville.

■COACH

Delaine wins prestigious award

AT a time when an increasing number of coach operators are threatened by tighter planning restrictions, Delaine Coaches of Bourne has clinched a prestigious environment award for its improved Spalding Road premises.

The South Lincolnshire company was acclaimed for its contribution to improving the local environment in a competition sponsored by the local Rotary Club. When Delaine managing director, Hugh Delaine Smith, took the rose bowl trophy, it was the first time in the 12 years of the competition that a transport company had been nominated.

Delaine rebuilt its offices and created a larger coach parking area for its centenary last year. The facelift blended its original 1902 site with improvements to the old ERA racing works which the company had used since 1939.

In a further link with motor racing history, its premises incorporate part of the BRM factory bought seven years ago.

Mr Delaine Smith told *Coachmart* that it was most unusual for a coach operator to win an award for improving the environment. He said: 'When we did the improvements we certainly didn't do it with this in mind, we just wanted better facilities for our 20 vehicles.'

Praise for the company comes from further afield. 'We get an increasing number of visitors from all over the country and many say that these are the smartest premises for an operator of our size.'

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■BUYOUT

Directors quit Fife Scottish buyout team

THE Fife Scottish drama took a sensational twist on the eve of the court battle to decide who should own the company when three directors resigned from the management/employee buyout team.

Fife managing director, Derek Stuart, who had previously led the bid to gain control for the workers, operations manager, Doug Crockford, and chief engineer, Sandy Brydon, all quit Henjac 171 - the company formed to mount the MEBO - just before it went to court to challenge the Scottish Secretary of State's decision to sell it to Stagecoach *(Coachmart,* June 27).

The decision to resign was taken following a difference of views with employee representatives over the share structure of the new company. Mr Stuart, who remains as managing director of Fife, said: 'I am greatly saddened by this turn of events but in view of what has happened my colleagues and I felt we could not continue as leaders of the buyout.'

Finance director of Fife Scottish, Jim Moffat, is to continue as a director of Henjac and the High Court hearing - due to have taken place in the first week of the month - was adjourned by Lord Weir. It is also believed that one of the consortium's major backers, the National Bank of Boston, has withdrawn its support for the MEBO, although a spokesman for the bank refused to comment.

■TRAFFIC CONGESTION

Oxford plan may threaten coaches

BELEAGUERED Oxford city planners have come up with a new traffic plan which threatens to make life more difficult for coach operators.

The proposals substantially modifiy the original idea to ban buses from Cornmarket and Queen Street, but make no mention of a £50 licence fee for coaches *(Coachmart,* June 13, 1991).

All traffic - including coaches - will be banned from the city centre and a bus-only inner route will keep scheduled services away from central shopping streets.

Enforcement of the plan will extend the existing day-time coach ban which covers a large tourist area.

The idea has been accepted in principle by the city council highways committee, but opposition to the controversial plan is expected before it becomes policy.

■TAKEOVER

Boro'line sale is put on ice

Boro'line: sale decision delayed until the Autumn.

MAIDSTONE Borough Council has ended speculation - for the short term at least - on the future of its troubled bus and coach operator, Boro'line.

The council has decided not to press ahead immediately with its plans to sell the company, which lost £1.5 million in 1989/90.

Under managing director, David Coupland, the company has made strides to reduce its operating deficit and with that achievement in mind the council has asked Boro'line to prepare a new business plan.

A final decision on a sale will be made in the Autumn during which time Maidstone Borough Council will establish a realistic value for the company.

And it has pledged a maximum of £30,000 to help finance a management/employee bid if a MEBO is invited to make an offer.

■PEOPLE

Shearings shake-up

FORMER Shearings managing director, Ian Longworth, has left the company and a Wallace Arnold man, Jimmy King, has taken over in a new job,tours service manager.

Mr Longworth had a change of job title from MD to transport director when Rank bought Shearings. It is understood he has left to pursue other interests.

Shearings has now restructured at the top, with Jimmy King heading up a new tours service function. At Wallace Arnold, he is replaced by another restructuring exercise. Jack Carlton is promoted from within WA to transport manager, and former assistant traffic manager, Richard Mortimer, becomes operations manager.

■TOURS

Clive's epic journey

CLIVE SCREATON has just completed a remarkable 15 day tour to the Land of the Midnight Sun.

An F registered coach returning from continental tour would not normally attract special attention, but when Clive's AEC Reliance with Plaxton bodywork landed at Newcastle it was on the last leg of a 4,160 mile trip to Norway, Lapland and the Arctic Circle.

All this in a 23-year-old vehicle which started life with Glenton Tours.

The tour of a lifetime was the most ambitious in the 1991 programme operated by The Grand Edwardian Touring Company of Norcott Brook near Warrington.

All are operated with historic coaches of AEC manufacture built between 1912 and 1979.

The Lapland tour took 27 passengers and a crew of three.

Although Clive was prepared with 'a boot full of spares,' the only problem encountered was a burnt-out wire in the headlight circuit.

This was caused by the need to keep headlights on at all times for most of the journey.

Last year Grand Edwardian went to Norway, a popular country with AECs after the last war, but this year the tour was extended to the Arctic Circle and Swedish Lapland before spending three nights in Bodo - a town of the Midnight Sun.

■COACH & BUS SALES

Worst fears confirmed as sales hit an all-time low

COACH manufacturers' worst fears were confirmed as coach sales slumped to an all-time low last month.

Only 28 new coaches went to operators in June compared with 87 the month before and 61 in June 1990. This brought year to date figures down by 42.6 percent to 536.

The only vehicles leaving dealers' yards in significant numbers were Leylands. A measure of the dire position facing the suppliers is that the sale of a mere five extra coaches boosted Leyland's market share for the month from 16.4 to over 50 percent.

Volvo retains the top spot on an annual basis with over half of the new coach market. Its new coach sales were badly hit, but not as much as the other chassis manufacturers. In particular, Dennis Javelin sales have been slashed from 75 to 11 over the past 12 months.

Of the integral suppliers only Kassbohrer is fighting the trend having maintained its 1990 Setra sales level.

Although the bus market is equally depressed, Optare remains the star performer with a five-fold increase in sales over the past year - the majority being Deltas on DAF SB220 underframes.

Leyland's high-flying position is under increasing threat. Its share of the bus market has fallen to 33 percent while both Scania and Dennis have both increased double-deck sales.

Optare: five-fold increase in sales reported in latest figures.

NEW COACH AND BUS REGISTRATIONS

Manufacturer	June 1990	June 1991	Year to date 1990	Year to date 1991
DAF Bus	0	3	0	52
Dennis	32	24	181	231
Duple	4	0	17	2
Iveco Ford	0	0	3	1
Leyland Bus	87	35	566	243
Leyland DAF	7	3	147	33
MAN VW	1	7	2	14
Optare	0	10	12	59
Scania	24	4	128	99
Volvo	29	18	533	356
Other British	0	0	1	4
Other imports	21	7	172	102

THE NEW COACH SALES LEAGUE

Manufacturer	June 1990	June 1991	Year to date 1990	Year to date 1991
Volvo	13	3	404	278
Leyland	10	15	129	101
DAF	5	3	105	43
Others	12	1	63	37
Scania	6	1	72	35
Setra	1	0	18	17
Dennis	4	3	75	11
Bova	5	2	49	9
MAN	1	2	0	3
Duple	4	0	17	2
TOTAL	61	28	934	536

■CAMPAIGN

Major initiative is launched to boost the bus industry

COACHMART'S sister publication, *Bus Business*, has launched a major campaign to help Britain's ailing bus building industry and give buses the chance to solve the worsening congestion in our cities.

Its latest initiative, Jam Busters - a Strategy for Britain, calls on the Government to act to free up the country's congested cities immediately and to save thousands of jobs and the future of the manufacturing industry.

In a series of imaginative and far-sighted proposals, *Bus Business* is campaigning for:

- A tax on employees in London to be paid directly to London Transport;
- Tax allowances for public transport season tickets;
- Revised service registration to improve bus reliability;
- 100 percent first year corporation tax on new vehicles;
- Government-backed credit guarantee for new bus purchases.

Bus Business editor, Luke Felton, told *Coachmart*: 'Government, local authorities and commercial businesses must back public transport with financial investment - not rhetoric. Our campaign backs all forms of public transport with an emphasis towards buses. We also recognise the need for bus operators to give a commitment to provide a more efficient and reliable service to passengers.'

Full details of the campaign are included in the July 13 issue of *Bus Business*.

■PARKING

Operators threaten council with legal action

TWO of London's sightseeing operators are threatening legal action in a bid to overturn a Westminster City Council parking ban outside the National Gallery.

London Sightseeing Tours and Cityrama, the operators who use the venue, have been told by the Tory controlled council that it is to ban the picking up and setting down of tourists *(Coachmart,* June 20) from the middle of next month.

A meeting between representatives of the council, the Metropolitan Police and ALPASO - the Association of London Panoramic Sightseeing Operators - has failed to resolve the issue.

Spokesman for ALPASO, Peter Newman, said the operators had made a number of alternative suggestions in a bid to beat the ban. If none of their proposals are acceptable, it has asked Westminster to postpone the ban until November 1.

'Our proposals have been neither rejected or accepted - it is now being decided by the council's political masters,' added Mr Newman.

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You've been buying...You've been buying...You've been buying...You've been buying...

First Scanias sold to Dodsworths Coaches

JOHN DODSWORTH has bought his first Scania coaches to run alongside his Dodsworths Coaches fleet of Volvo B10Ms from Boroughbridge in North Yorkshire.

The two K93s maintain the Dodworth tradition of Plaxton bodywork. They are Paramount 3200s finished in Wallace Arnold colours for contracted UK tour work.

Said Mr Dodsworth: 'After working together with Wallace Arnold for over 25 years, this is the first time we have put our vehicles into an alternative livery.'

The decision to buy Scania was influenced by price, but Mr Dodsworth added: 'We felt the K93 would meet our needs within the UK.'

The vehicles were supplied from Plaxton's Scarborough coachworks to Dodsworths by coach dealers, Stuart Johnson. They are kitted out to two-star specification with 53 reclining seats and tinted side windows.

Dublin Bus notches up Olympian century

BUS ATHA CLIATH (Dublin Bus) has taken 100 Leyland Olympian double-deck buses with Alexander (Belfast) two-door bodywork since February last year.

Dublin Bus, a subsidiary of Coras Iompair Eireann (CIE), operates over 800 buses. Its 100th Olympian is one of a batch of 60 vehicles with Cummins 180 bhp L10 engine and ZF 4HP500 gearbox.

The 9.6 metre long Alexander R type aluminium body is built to comply with the Republic of Ireland's bus regulations. It has a capacity 74 seated passengers and 20 standees. Specification includes dual doors, electronic triple route indicators, luggage pen and driver's sliding assault screen. Many Diptac safety features for the partially sighted, disabled and elderly passengers are also incorporated.

Commenting on the 100th Olympian, Bob Montgomery, managing director of Dublin Bus said: 'The new vehicles are very reliable and customer friendly and have contributed to the increase of six million passenger journeys achieved by Dublin Bus over the last 12 months.'

Handing over the 100th Olympian are (from left): Nigel Hunter and Ken Henderson of Alexanders and bus drivers Christy Ivers and Dermot Fitzsimmons.

'Flagship' joins the Canon fleet

THE latest Canon exhibition coach seen at the Horse of the Year Show, Milk Race and Windsor Horse Trials, is a special Jonckheere Deauville luxury coach on Volvo B10M GL chassis.

Canon's 'flagship' joins two earlier 'time-shrinker' mobile exhibition units. It will be hired to Canon retail outlets throughout the UK to display and demonstrate the latest in copier, fax and typewriter technology.

The vehicle's specification includes twin generators to provide a 240 volt supply; Sutrak high output integrated air conditioning/heating system; Webasto pre-heater; wide centre entrance with stowaway steps; storage and display units in the front half of the vehicle; rear lounge complete with 'U' shaped seating and curtains; large fridge; hot and cold water suppy; Blaupunkt audio and video installation; venetian blinds in the display area; full carpeting and double glazing.

Prairie Coaches of Hayes, Middlesex, is the operating centre for the new Jonckheere.

The picture shows James Chapman of Canon (UK), (right) receiving the keys from Arthur Humphries of Jonckheere UK with Steve Jordon, (left) of Prairie Coaches looking on.

You've been buying...You've been buying...You've been buying...You've been buying...

Caetano recruit for Hodge's

A NEW recruit for Hodge's Coaches of Sandhurst is a Caetano Algarve 3.35 metre touring coach on DAF SB2305 DHS rear-engined module.

The Algarve joins the Surrey operator's regiment of 16 distinctive metallic royal blue and beige coaches on excursions, tours and private hire.

It has low driver, 53 reclining seats, courier seat, tinted windows with full draw curtains, plus entrance door with peage window, Blaupunkt radio/PA/cassette, centre - gangway carpet and full soft trim.

Mechanical specification includes: 265 bhp turbo-charged engine, six-speed ZF gearbox wih splitter and full air suspension.

Minicoach heads for Strathclyde

HEADING for contract work and private hire in the Strathclyde region is a new Ford Transit minicoach for Munro's Minibus Hire of Uddingston near Hamilton.

It is a 20-seat PSV conversion by Made to Measure of Stockport on a Transit 190 ELWB fitted with power steering and air suspension.

The vehicle is fitted with power door and the specification includes high-back Capri seats by Kustombuilt, full soft trim interior, lift-up roof vent, electric intake/extract unit, saloon heater, Blaupunkt stereo radio/cassette with four speakers, decorative curtains, tinted windows, wheel trims and full length luggage racks with driver's locker.

Park Avenue takes two PSV Europa conversions

TWO new Mercedes-Benz coaches have been supplied by Tramontana of Motherwell to Park Avenue Mini Coaches based in Castleford, South Yorkshire. Both vehicles are PSV conversions by Europa (Coaches) of Doncaster.

One is a Mercedes 811D - the other a 12-seat 308D mincoach.

The 811 is a 23-seat luxury conversion which features forced air ventilation, reading lights, 'show' curtains, and Blaupunkt PA system. Its 'gigantic' Europa boot is a distinctive feature.

New option offered on Merc

REEVE BURGESS is now offering Mercedes-Benz users the option of a Beaver body with a long rear overhang. The first has been delivered to New Enterprise Coaches of Tonbridge - a subsidiary of Kent's biggest bus and coach operator, Maidstone & District.

The lengthened body gives 25 or 29 seating capacity on the 709 and 811 4,250 mm wheelbase chassis or 33 seats on 4,800 mm 811.

The New Enterprise Beaver is based on the 4,250 mm 811, but to provide space for a luggage pen while retaining 25 coach seats the company has achieved greater seat spacing which makes the coach suitable for private hire and contract work.

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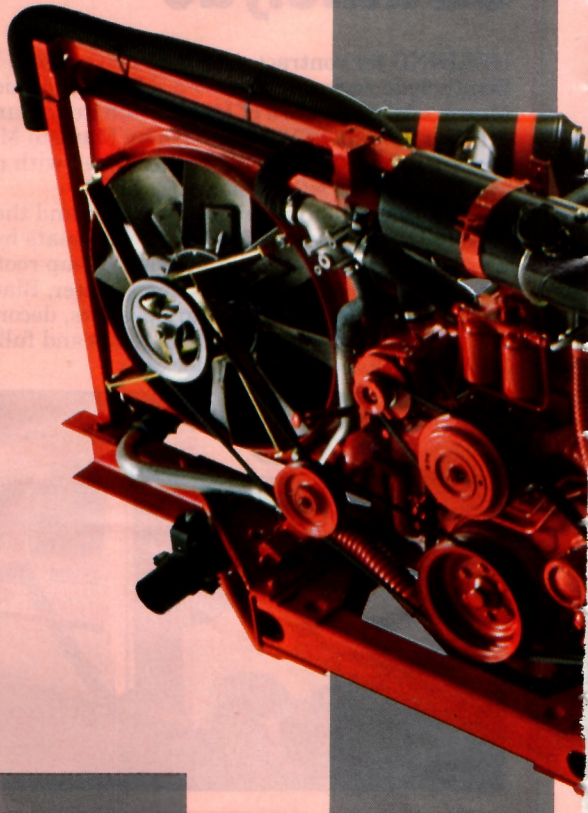

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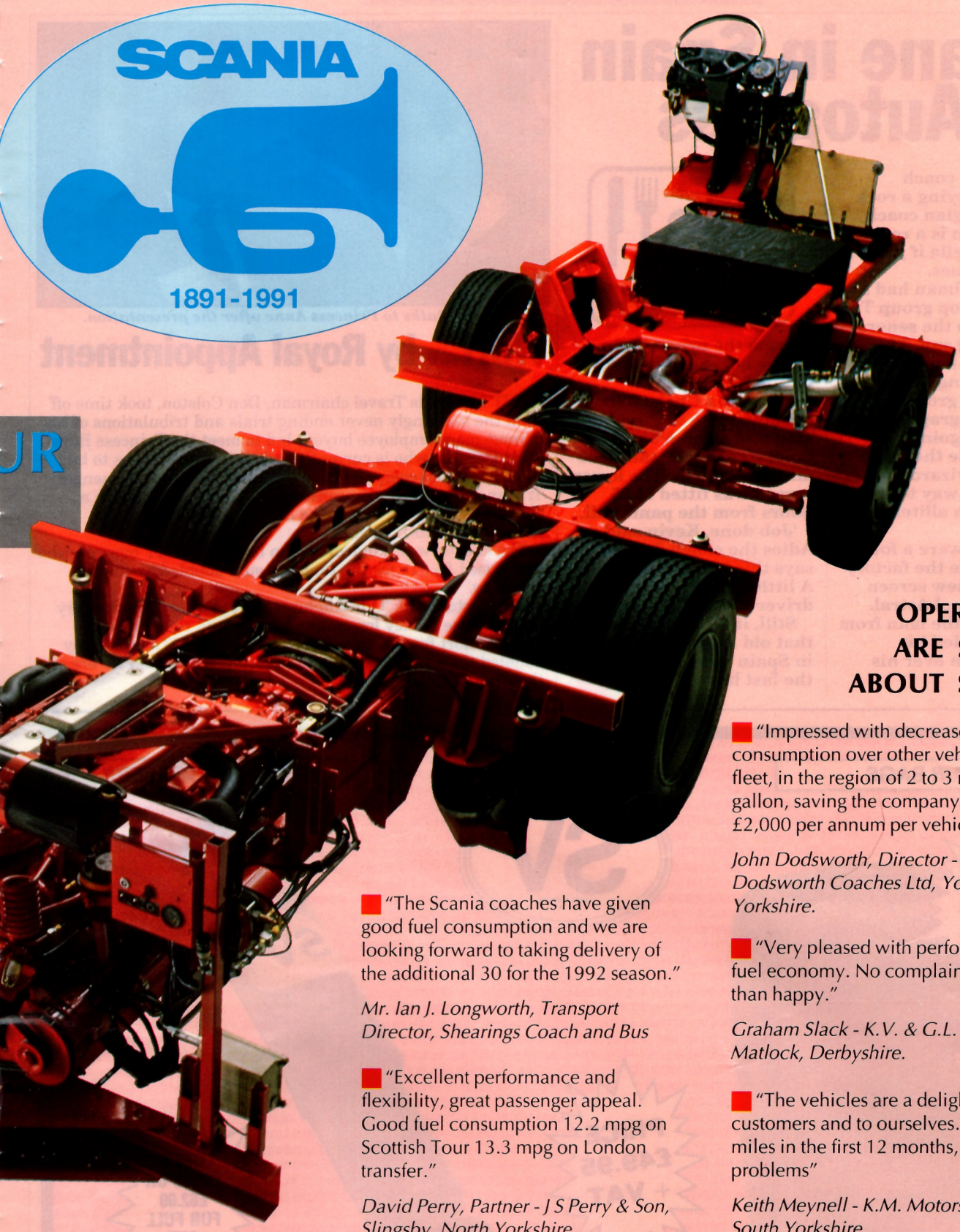

WHAT OPERATORS ARE SAYING ABOUT SCANIA

"The Scania coaches have given good fuel consumption and we are looking forward to taking delivery of the additional 30 for the 1992 season."

Mr. Ian J. Longworth, Transport Director, Shearings Coach and Bus

"Excellent performance and flexibility, great passenger appeal. Good fuel consumption 12.2 mpg on Scottish Tour 13.3 mpg on London transfer."

David Perry, Partner - J S Perry & Son, Slingsby, North Yorkshire.

"Impressed with decrease in fuel consumption over other vehicles in the fleet, in the region of 2 to 3 miles per gallon, saving the company £1,000 to £2,000 per annum per vehicle."

John Dodsworth, Director - John Dodsworth Coaches Ltd, York, North Yorkshire.

"Very pleased with performance and fuel economy. No complaints, more than happy."

Graham Slack - K.V. & G.L. Slack Ltd, Matlock, Derbyshire.

"The vehicles are a delight to our customers and to ourselves. 80,000 miles in the first 12 months, no problems"

Keith Meynell - K.M. Motors, Barnsley, South Yorkshire.

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A pane in Spain for Autoglass

AN ENGLISH coach company carrying a rock band in a Belgian coach through Spain is a recipe for a right paella if your windscreen goes.

London Pullman had a panic while pop group The Pixies sang to the senors in the searing sun. The screen on the supercoach smashed, giving the globetrotting group a gripe as they grappled, gobsmacked, going nowhere while the windscreen wizards worked out a way to... (that's enough alliteration. Ed).

Best hopes were a four-day wait while the factory sent down a new screen for the Van Hool Astral. That is, until the man from Autoglass pulled his underpants on over his tights...

From the privacy of a phone box, Superglass got on the blower and motivated a Chelmsford headquarters to send out a man and a van from Leicester to trek the 2,000 mile round trip. The lower screen was fitted in 25 hours from the panic call.

'Job done, Kevin said Adios the coach driver,' says this 'ere press release. A little bit silly, since the driver's from Wapping.

Still, it all goes to prove that old adage... the pane in Spain goes mainly in the fast lane.

Don Colston talks to Princess Anne after the presentation.

WMT... by Royal Appointment

WEST Midlands Travel chairman, Don Colston, took time off from the seemingly never ending trials and tribulations of his management/employee buyout bid to meet the Princess Royal.

Mr Colston, who is currently locked in negotiations to buy the £60 million company from the West Midlands Passenger Transport Authority, presented the Princess Royal with a cheque for over £10,000 at the Save the Children headquarters in London.

The cheque was handed over on behalf of WMT busmen who had raised £5,315 for the Fund - a sum doubled by the bus company.

Mr Colston said: 'Our employees put in a lot of work every year to raise money for many charities and they made a special effort for the Save the Children Fund. The company doubled the amount they raised to show how proud we are of their big hearts.'

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Clear discrimination against coaches

From Margaret Palmer

SIR

The report of the arrest of a coach driver in York for obstructing the police (*Coachmart*, June 20) once again shows we have a prime case of discrimination against people travelling by coach.

Why is it that people travelling by car can take their vehicles into the city centre and have a meal on race days whereas people travelling by coach cannot? The report states that in 1985 there were 45 arrests. Do the statistics prove how the people arrested had arrived at the races or have the North Yorkshire police assumed, as they habitually do, that the troublemakers are usually coach passengers?

I am not saying all coach passengers are innocent but they are entitled to the same freedom of choice as they would have if they had travelled by any other means.

The report also states that some 600 coaches visited the races on the previous Saturday - that's some 30,000 people! What an impact it would have on York Races if coach operators did not send any coaches whatsoever in 1992 unless York's attitude, in general, to coach travel did not alter. I am quite sure the racecourse authorities would soon alter the attitude of their local police and then perhaps life would be easier in organising outings to their city.

MARGARET PALMER
DAVID PALMER
COACHES
THE TRAVEL OFFICE
WAKEFIELD ROAD
NORMANTON
WEST YORKS

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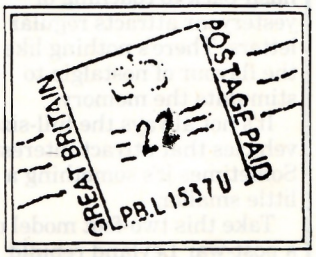

The Editor is always pleased to receive letters for publication in Coachmart and will, if requested, publish these anonymously. But please attach your name and address for our own information.

'New concept' already adopted

From Philip Hankin

SIR

It is always of much interest to us when a 'new concept' is unveiled to assist coach operators to promote and market their continental tours (*Coachmart*, June 20).

We, at Sally Ferries, were therefore surprised and rather flattered to read that Sealink Stena Line appears to be adopting our own well established and very successful Sally Customline concept.

The Sally Customline deal provides coach operators with ferry and hotel packages professionally backed up with customised brochures and posters printed with the client's logo and to his own specification, plus other sales aids at no extra cost.

The major difference, it would seem, is that Sally Customline is available to all of our friends in the coach industry, large or small and on an equal basis. Whereas, the Sealink Stena version appears to be somewhat elitist, apparently being offered to a favoured few who must commit themselves as 'partners' with 'exclusive areas'. In fairness, other operators may, it seems, still obtain shell brochures to run through their copiers.

It is good to read that Sealink Stena has 'now realised' that group travel is so important. Welcome back Sealink, it's good to see you are alive and kicking!

PHILIP HANKIN
SALES MANAGER-GROUP TRAVEL
SALLY FERRIES
ARGYLE CENTRE
YORK STREET
RAMSGATE
KENT

BCC doubles your money

From Mr Terry Rowland

SIR

In answer to Philip Carlisle's letter (*Coachmart*, June 27) that Dave Crook and his friends need to look no further than the Bus & Coach Council, I would like to point out I was a member but when the BCC put up their membership fees over 100 percent in one year. It was a case of us small owner drivers helping to pay for the big boys.

If, as a body which represents us, perhaps they could tell us how we can get over 100 percent increase in our income then we could all belong to the BCC again.

TERRY ROWLAND
TERRY'S TRAVEL
22 SHEERWAYS
OSPRINGE
FAVERSHAM
KENT

Bluebird Northern redundancies

From I Mackintosh

SIR

I was surprised to read your article concerning changes at Bluebird Northern's central engineering workshops in Aberdeen (*Coachmart*, June 27).

Only 40 staff are employed in total at the central workshops so a potential reduction of 70 to 80 jobs is impossible.

The true situation is that there will be seven redundancies at central workshops and three vacancies will not be filled. In addition, there will be three redundancies at Aberdeen bus depot where three vacancies will not be filled.

The changes have been discussed with the TGWU prior to implementation and no further reductions are planned.

These economies are a result of our now being able to take advantage of the Stagecoach group policy of buying-in new and reconditioned mechanical units at good prices and renewing older buses rather than extensively rebuilding them.

I MACKINTOSH
OPERATIONS MANAGER
BLUEBIRD NORTHERN
BUS STATION
GUILD STREET
ABERDEEN

Nostalgia Corner

COACHMART'S weekly flash-back to coaching of yesteryear attracts regular letters. There's nothing like the flavour of nostalgia to stimulate the memory.

It's not always the full-size vehicles that attract interest. Sometimes it's something a little smaller.

Take this two-foot model of a post-war Leyland rebuild used by Maidstone & District. It is constructed of sheet metal with perspex windows on a stout wooden chassis the coach.

It is a realistic replica of Maidstone & District's OKP 998 and its livery is that of the post-war era. The picture was sent in by N.Turner of Haywards Heath, West Sussex.

Sister coach OKP 980 has already appeared in Nostalgia Corner (*Coachmart* May 9).

There are doubtless many officionados amongst the *Coachmart* readership. Perhaps one of you have some idea of the value of the vehicle - the model that is, not the real thing.

When a south-east London shop closed down many years ago it was picked-up for next to nothing.

Drivers more important than coach quality

From Gordon Muir

SIR

I think the Coach Rating system (*Coachmart*, June 27) is a great idea, but I do worry that it may be misunderstood as a rating system for the service provided.

I feel that the coach is of less importance than the driver- whether the vehicle is a brand new executive with toilet, TV and video, drinks machine and cooking facilities or a three-year-old coach with just reclining seats means little- it is the driver who makes the difference.

Some companies prefer to spend money on better vehicles and some on better drivers. I would go for a slightly less luxurious vehicle with a better driver than a top spec coach with a questionable driver- and I don't just mean how they handle the vehicle. I am also talking of the way they look after passengers. Sometimes younger or less experienced drivers can be better than those who have been on the road for many years.

Perhaps we need a Star Rating system for the drivers- and even the coach companies.

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Premier's Citizen Charter is a 'major' gaffe for coaches

IT WOULD be funny, were it not so sad, that public money is frequently spent to investigate something or another only to find that when the investigators pronounce, it is no more than a statement of something which has been self evident for years to anyone with half an ounce of knowledge about the topic being investigated.

But what is even more depressing is when highly rewarded 'experts' come to ridiculously wrong conclusions. There are two such contemporary matters which touch and concern our industry: The Audit Commission report on school bussing and the Prime Minister's Citizen's Charter.

Charged to monitor the efficiency of public spending, the Audit Commission has seen fit to comment on two matters relating to school transport. These are:

- That the home to school distances ineligible for free school transport under the Education Act 1944 are excessive by 1990's standards;

- That because children do not walk, or bicycle, even a few hundred yards to school anymore, far less walk miles; parents' cars cause congestion and danger at entrances to schools.

For the price of a pint, I, and every operator in the realm could have told anyone who wanted to listen that these great revelations have for years been as plain to us as the noses on our faces.

So what solution have these self-appointed transport experts and kite-flying accountants come up with to solve the problem? Laugh your socks off and then get prepared to challenge the wisdom of the mighty: that free school transport should be abolished and replaced with journeys available to all pupils - irrespective of home to school distance - at a flat fare! Ignoring the not inconsiderable political fact that free transport is the quid pro quo that has to be given by local authorities for closing, or not providing, local schools; can they be serious? In suggesting a solution are they not attempting to exacerbate the problem? Are they not totally and utterly wrong?

John Major: Charter no good for coach industry.

It is surely as plain as a pikestaff to anyone who knows anything about this matter that making any charge to parents for school bussing will make it impossible for school buses to get anywhere near school gates: the number of parents' cars jostling to save their children walking more than a few paces would increase beyond belief.

Turning to the second nonsense item: some people will complain to Heinz about a pip in a can of cream of tomato soup in the hope that the reward for this trivial complaint is a 57 variety gift pack. I have had my share of idiots and opportunists: the lady who draped an allegedly expensive white coat over a holdall before putting it in the luggage locker of a coach, and then sought compensation when it got dirty, the passenger who claimed the cost of a taxi fare from a distant destination, asserting that the coach had not turned up - despite the fact that the other 51 passengers caught it home. The would-be litigants who claim to have lost a day's pay, or a job, because 'the bus ran early'; thereby admitting that they saw- i.e. missed - it as they would not otherwise have known whether it ran at all!

Agreed that customer care helps us win, and keep, passengers. Agreed too that complaints should be handled promptly, with civility, and with due concern. But is it not also agreed that the vast majority of our passengers are satisfied? Should we not be concentrating on improving the satisfaction levels of that 99.9 percent rather than spend a disproportionate amount of time attempting to placate the 0.01 percent of moaners - many of whom are probably professional, fortune seeking, complainers who are angling for the free excursion, discount voucher, or other handout?

By and large my policy on this is to thank people for taking the trouble to bring a short-coming to my notice and to assure them that it will be investigated and appropriate action taken in order to uphold the standards of service which I expect passengers to receive. But unless it is clear that I or my staff have in some way really been negligent (i.e. if, dissatisfied, the complainant went to Court and there would be a good chance of them being awarded damages); I steer clear of giving any freebie. For I am certain that doing so only encourages more inventive complaints from the party concerned, their friends and their relatives.

I am therefore worried that a clever man like John Major has not recognised this simple fact of life in seeking to impose his Citizens' Charter on us. Occasionally operator incompetence or neglect may cause a journey to be missed or a bus run late. But for every once that might happen it will be repeated many hundreds of time through illegal parking, general congestion, utilities digging up roads, local authorities not clearing snow or a myriad of other reasons.

Does the Prime Minister seriously think that the service to the majority of our passengers will improve if we have to spend considerable amounts of time and money satisfying Complaining Charterists that the faults of which they bleat were not of our making? Whether a Citizens' Charter is appropriate to other public services -the gas board fitter failing to keep an appointment, or the Post Office delivering mail to the wrong address- remains to be seen. I consider it quite inapplicable and counter-productive for the bus and coach industry.

If he was to suggest that employment legislation would be modified so that we could sack the problem makers without the sword of an industrial tribunal hanging over our heads. Were he to abolish the nonsense of self-certified SSP. If he had the guts to sweep all parked vehicles off the streets so that all traffic could move freely. Should he see the sense in sorting out the OFT so that bus operators can at least compete with a degree of sensible co-operation on timetabling, publicity, through ticketing and inter-availability of return fares; without fear of OFT investigation: then he really would be doing something constructive to create the environment in which better customer service would flourish.

BUS AND COACH SALE

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COMMENCING 11.00AM

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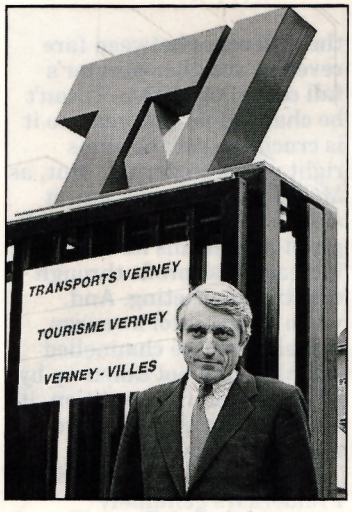
COACHING... Á LA FRANÇAIS

Tourisme Verney, one of France's biggest private operators, is set to move into Britain. Mark Barton finds out what British operators will then be up against.

If you think Shearings is big, think again. After all, Shearings runs only 600 vehicles. Wallace Arnold, our second biggest coach tour operator, runs just 175. Parks of Hamilton a mere 80.

In sharp contrast, Tourisme Verney runs 2,000 vehicles, 1,850 of them coaches, nearly all of them Renaults. Less than 100 vehicles in Verney's fleet are leased - through the company's own leasing division, TVMS. And, up until a few years ago, it built its own vehicles in its own factory in Le Mans.



Jean Pierre Friederich: Verney's development director

Fifty eight percent owned by Michael Verney and 32 percent owned by Michelin, Verney operates out of 21 depots throughout northern France, all with their own maintenance facilities. Its holidays are sold through a network of 40 wholly-owned travel agencies.

The company is 100 years old this year and employs 2,500 staff – 1,800 of them drivers. Last year it made a substantial profit on its FF 1billion (£100 million) turnover.

Soon you will have an opportunity to check out those vital statistics close up as Verney is trying to buy a presence in this country and is currently negotiating with an as yet undisclosed British operator, which runs around 50 vehicles in the London area.

There is no Monopolies and Mergers Commission in France and Verney has grown through acquisition. In the estimation of Verney's development director, Jean Pierre Friederich, the company has bought 20 French operators in the last five years. He himself was responsible for buying two operators running over 200 vehicles for the company last year. And now he wants a base in Britain.

It will come as a relief for most UK operators to hear that he doesn't want to run French coaches or buses in Britain. But, he does want to run tours from Britain to the continent - particularly France. He has seen the potential for such an operation himself.

Nearly all of Verney's 1,850 coaches are Renaults.

'All the traffic flow is coming from the North and down to the South,' he told *Coachmart* in good, but heavily accented English. 'And in the peak season, if you count the number of coaches passing through Lyons, you have 60 percent English registered. At present, Tourisme Verney doesn't carry any English people.'

Customers are taking holidays more often and the length of those holidays are shortening.

M. Friederich is also well aware of the implications for coach travel of the forthcoming single European market and does not want to go into 1993 unprepared: 'Deregulation is going to happen in France. At the moment an English operator can't book and carry passengers in France. But in the next five years that is going to happen.'

He is also expecting deregulating laws to allow Verney to get into the UK to Europe and domestic regular express coach service market. Currently it is effectively prevented from doing so by the French government. To protect the monopoly of the state-owned rail operator, SNCF, French law forbids its coach operators to run inter-city routes along motorways.

Ironically, Verney has teamed up with Seita, a subsidiary of SNCF, and Transcet, also state owned, to exert pressure on Government to change this anti-competitive law. The unlikely alliance has resulted in an equally-owned lobby group called Convergence.

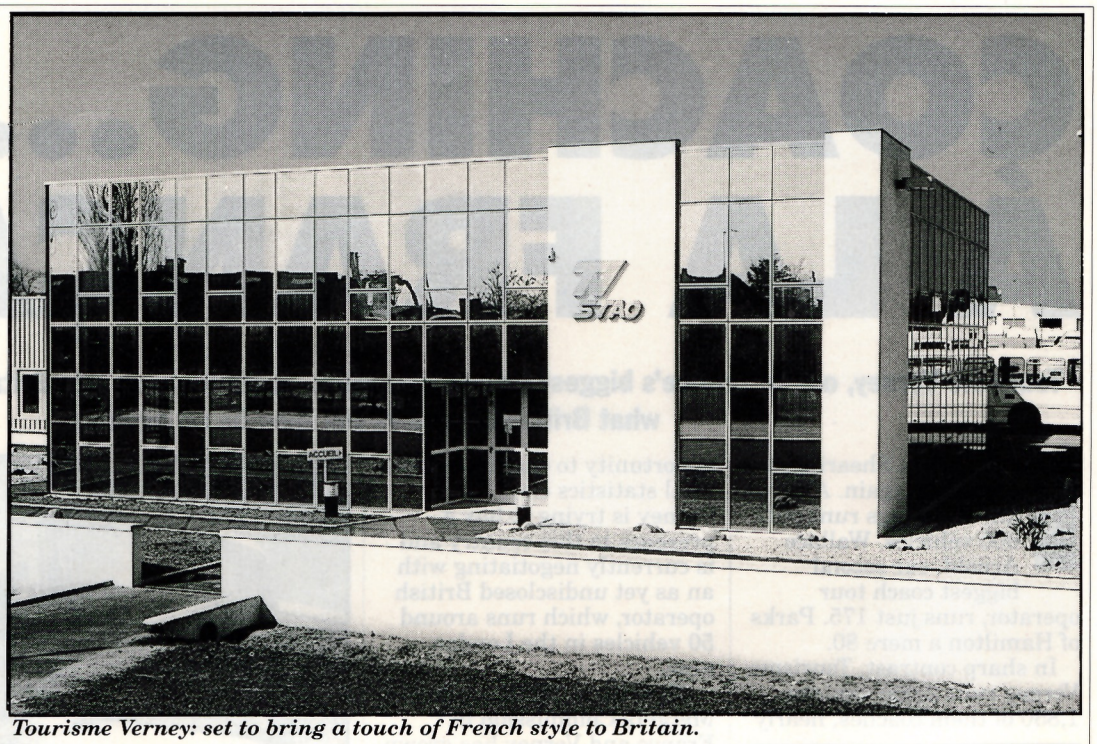
Apologies to the likeable and admirable M. Friederich, but it is almost ▶

reassuring to hear that Verney does have problems and that most of them are remarkably similar to those that dog UK operators.

The French coaching market is currently depressed. With around 6,000 operators, supply is outstripping demand and forcing rates down. Verney has a complicated pricing structure, but averages FF10 (£1) per coach kilometre. M. Friederich's expression when he tells you that some French operators run for FF6 (60 pence) per kilometre is a Gallic version of a very English sentiment.

Verney's 300 touring coaches, including 50 brand new Renault FR1 GTX's bought in one £5 million order earlier this year, bring in an important 25 percent or £25 million of the company's total revenue and make it the biggest coach touring company in France. But it has still been hit by the double blow of downward pressure on rates and the Gulf War.

In Britain the Gulf War hit London operators the hardest. Likewise in France it particularly affected Paris based operators. According to



Tourisme Verney: set to bring a touch of French style to Britain.

British problem of attracting really good drivers. In a country of low employment and high wages, he uses the good name of the company and the promise of real job security to attract the sort of drivers that can make - and not break - a coach holiday.

Verney's depot at Chatellerault.

M. Friederich, some operators in Paris haven't worked for three or four months: 'We know a lot of French operators are in trouble and we see no point in increasing our touring operations.'

But his biggest problem in running coaches in France is labour costs. Verney's 1,800 drivers are paid from FF10,000 (£1,000) to FF20,000(£2,000) per month basic, depending on how long they have been with the company. Overtime is paid on top of that.

Despite offering a level of pay which most British coach drivers only dream about and most British operators only talk about at conferences, M. Friederich still has the old

Verney's most popular tour this year is to what M. Friederich calls the North Cap - the far north of Scandinavia. One vehicle out of the 140 stationed at Lyons is now setting off each week for this destination. Eight day tours to Wales start at FF5,690 (£570), nine day tours to Ireland start at FF6,990 (£700) and nine day tours to Scotland at FF6,650 (£670). Eastern Europe is getting noticeably more popular.

But, as in Britain, the overall movement in the French coach tour market is upwards - to smarter hotels, and more unusual and exclusive destinations. And, again like Britain, customers are taking holidays more often and the length of those holidays is shortening.

The bulk of Verney's revenue - 60 percent or £60 million - comes from inter-city and school contract type work. But 15 percent or £15 million comes from city bus operation and it is here that the main differences between French and British operation lie.

Individual cities in France are responsible for their own bus service network, which is supplied by an operator under contract to that city. The operator, normally privately owned, wins the contract by competitive tender. The contract is for all the bus services in that city and generally runs for three years and stipulates a vehicle age limit - eight to 12 years in most cities.

Subsidy - or, as it is significantly called in France – compensation - is based on the difference between fare revenue and the operator's full cost of operation. It can't be changed for one year, so it is crucial to get the sums right when tendering. But, as M. Freiderich points out, it allows the operator a sensible profit and means he can increase that profit through effective marketing. And, when all operator's energy and skill can be channelled into that and not taken up by often wasteful competition, it is surprising how effective marketing can be.

What is not surprising is M. Freiderich's genuinely shocked reaction to being asked whether Verney would be interested in running buses in the UK. Imagine this answer given with a raising of the eyebrows and truly Gallic shrug of the shoulders: 'It would be crazy.'

Few British operators would argue with that.

Verney's 300 touring coaches included 50 brand new Renault FR1 GTX's

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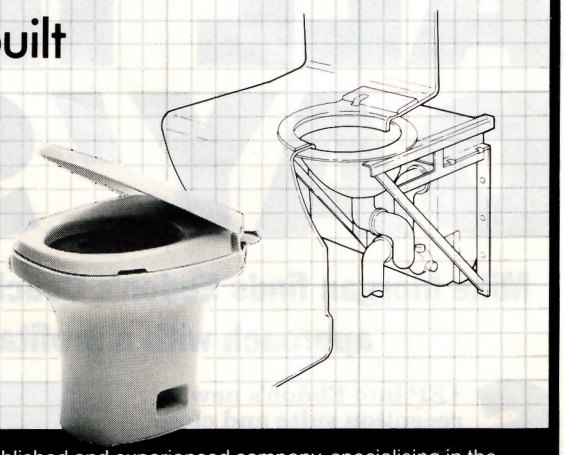

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1979 VOLVO B58 DUPLE DOMINANT, 53 seats, MoT July 1991.

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ALL IN A DAY'S TOUR

Mike Morgan finds Ebdon's Coaches of Sidcup successfully combines a do-it-yourself approach with a profitable and very professional coaching image.

STEP into Ebdon's new reception suite and close the door on the noise and bustle of a busy coach operation.

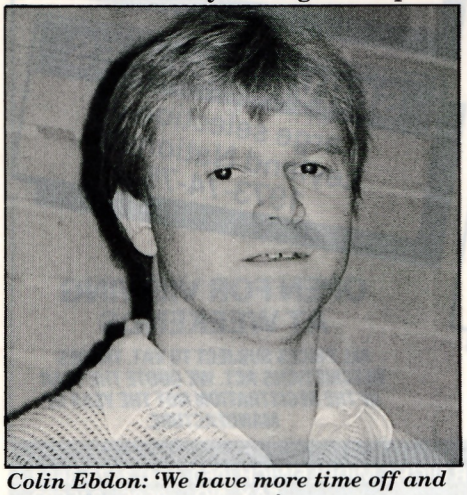
You are stepping into a reassuring world of soft furnishings and solid wood within a spacious area which encourages customers to spend time selecting the best excursion from Ebdon's comprehensive daily programme. This is the better image of coaching.

Director, Colin Ebdon, is justifiably proud of his company's new £75,000 extension. 'We did everything ourselves and if contractors had been brought in it would have cost £130,000.'

There is more to Ebdon's development at its Sidcup garage than just investment in property. Here is a symbol of a company which has established a market niche by keeping ahead of the pack.

Much has changed since Colin's father, Roy, first moved onto the Powerscroft Road site in the summer of 1979. Most significantly the business has grown by fleet contraction.

This is not the contradiction it may first appear. If your business aim is to make more money then you need time to plan, and if you're making money then you need time to enjoy it. Constant fleet expansion is not necessarily the right recipe.



Colin Ebdon: 'We have more time off and are making more money.'

Ebdon's new reception suite: the better image of coaching.

Ebdon's solution was to to stand its business strategy on its head.

Instead of 38 coaches, Ebdon's cut down to 10 and embarked on a self-contained day excursion programme.

Ebdon's success came as it moved in ahead of the opposition.

By moving in before the competition, prices could be controlled, and Colin confidently claims that running the operation is no longer a seven day a week job.

'We have more time-off and are making more profit. Turnover isn't everything, it doesn't tell the full story.'

The successful incredients are location, flexibility and vehicles.

Ebdon's market is based on a five mile radius - taking in the compact areas of Bexleyheath, Welling and

Ebdon's garage: large enough to accommodate 10 double-deckers and very clean.

Ebdon's first Skyliner: still capable of going anywhere.

Downham. Pick-up points are convenient and no passengers have to suffer feeder coaches or more than 50 mins before the coach fills-up and heads for its destination.

Operational flexibility offers customers freedom of choice. No pre-booking is required. Passengers simply turn-up and pay on the coach. The system is simple and effective - and it works.

Fitters work in an environment which promotes good maintenance standards.

If one of the 70-seater Neoplan Skyliners is full, then the driver radios base for a relief coach. Experience minimises the number of back-up vehicles needed.

Said Colin: 'We have our up and down days - mainly as a result of the weather. Last year we had a good season, but we've had so much bad weather recently that they've not been going out.

'Over the years you get to know where and when they want to go. I can usually see what is going to happen and when it's sunny I lay on extra vehicles at certain points.'

Ticketing is as simple as possible and all coaches stop-off at Powerscroft Road on the outward trip so that drivers can pay in the day's takings. Otherwise security would be a headache.

Normal day tours cost £7 in summer and the popular Tuesday trip to Eastbourne is normally bursting at the seams. With 600 fares heading for the Sussex coast on a good day that's a lot of loose change.

It's not only the capacity of the Neoplan 'deckers which has been a success, it is also the passenger appeal and reliability.

After a decade of caring for the Neoplan product, familiarity ensures faults are traced and repaired before there's a problem on the road.

Ebdon's first Skyliner cost £129,000 10 years ago and is virtually indistinguishable from the lastest H reg.

Said Colin: 'It is still capable of going anywhere.'

He was quick to dispell illusions of Mercedes expense or 'decker disadvantages.

'Compared to a 20-seater they use the same driver and the same fuel. There's nowhere we want to go that you can't get with a 'decker.

'Perhaps there's a difficulty if a 'decker breaks down, but usually there's a spare in the garage.'

Redevelopment gives undercover storage in conditions which reflect the company's attitude to vehicles and passengers.

There's no trace of oil on the garage floor - unlike the days when Leylands dominated the fleet.

Colin's fastidious attention to cleanliness ensures that the fitters work in an environment which promotes good maintenance standards.

A 'no-smoking' ban covers staff and customers, and although vehicles receive an annual valet, a mobile professional will go through each vehicle while on Eastbourne excursion layover.

But having a presentable product with a professional driver cannot succeed unless you get the punters on the coach to start with.

Colin confessed to *Coachmart* that promotion is mainly by word of mouth. 'I don't know how, but they just turn up.' Nevertheless, much must be down to a professional brochure, which details every departure.

Ebdon's has an eye on the future. A new travel club encourages business during the lean winter months and Colin believes the new reception gives customers a feeling of security. The building spells out the message 'this is a company that's here to stay.'

Success inevitably encourages imitation. However, Colin is confident that Ebdon's changed at the right time.

He said: 'You've really got to give up everything else and dedicate yourself to the excursion market.

'I don't think anyone could compete with our vehicles - financially you couldn't do it.

'It's not only the question of buying them. You need somewhere to park them and then to look after them.'

New drivers' rest room has been provided.

Weekly report on law and the coach operator by Michael Jewell

Inverclyde Transport hearing adjourned for financial report

THE disciplinary hearing against Inverclyde Transport has been adjourned for 10 days while the company's accountants produce details of its management accounts for the last 12 months.

The Scottish deputy traffic commissioner, Ramsay Dalgety QC, is considering taking action against the company's licence, together with its application for a 20 vehicle licence renewal. The hearing had earlier been adjourned for director, Andrew Wilson, to produce evidence to substantiate claims that a DTp vehicle examiner had exaggerated the severity of defects on its buses (*Coachmart*, June 13).

When the hearing was resumed, Mr Dalgety said that Mr Wilson had not so far produced Certificates of Fitness for each of the company's vehicles- something he had been asked to do within seven days of the last hearing.

Mr Wilson said he had the certificates with him, but Mr Dalgety said: 'If I ask you to do something, I expect it to be done. Perry Mason might produce evidence out of a hat, but this is British justice and not American- we don't do that.'

Producing either Certificates of Initial Fitness or current test certificates for 13 vehicles, Mr Wilson said the company had 18 vehicles at the moment. Some of the vehicles did not come with certificates of initial fitness. Seven vehicles were not being used at the moment and test certificates would be obtained for those vehicles before they were put back on the road.

A video made by the company, showing the operation of a battery access door, wheelnuts and interior body panels on a vehicle given a prohibition notice, was shown to the inquiry.

After Mr Wilson had claimed that the spring loaded access door could not come open even though it had not been locked, DTp vehicle examiner, Matthew Kelly, said the film showed the mechanic had lifted the door with one hand with little effort. Though the video showed air pressure being applied to the interior of the door, it had only been applied to a small part of the surface area. He maintained that the access door could easily be lifted by wind pressure over the whole surface, particularly when cornering. He also criticised the fact that the video had shown wheelnuts being tightened by a bar after a torque wrench had been used. He claimed that would lead to the nuts being over tightened, resulting in the studs being stretched to a degree and the threads being over strained.

Director rapped for failing to produce certificates on time to commissioner

Mr Wilson said that the video clearly showed that 75 percent of the access door was taken up by batteries. He totally disagreed that the door could have come open. The vehicle was engaged on local service work and it was a bit unlikely that the speed it operated at would generate sufficient wind force to open the door.

The vehicle was designed with locks to positively secure the door, said Mr Kelly, and they should be in place,

Referring to an electrical defect on a vehicle given a prohibition notice in January, Mr Kelly said Mr Wilson had been adamant that the defect had been rectified, but there had still been a risk of an electrical overload and a possible fire. The symptom only had been cured and not the cause of the defect. That clearly showed a lack of technical understanding.

Mr Kelly produced six photographs taken on August 31st, showing two of the company's vehicles emitting smoke. Both vehicles were given prohibitions, and when one was produced for clearance on September 9th, it was still emitting dense black smoke, he said.

Mr Wilson said that it was common knowledge that turbo-charged vehicles emitted smoke on acceleration. The vehicle registration numbers could clearly be seen on each of the photographs. It was a haze which, according to the DTp's Categorisation of Defects Manual, should have been a defect notice rather than a delayed prohibition. He agreed with the commissioner that the manual was only a guideline.

After Mr Kelly had claimed that the photographs had been taken from 30 to 40 yards behind the buses, Mr Wilson said they had clearly been taken from a closer distance than that. The photographs showed puffs of smoke as the bus accelerated away from the bus stop, something that happened with turbo charged engines. He would say that the smoke was grey not black.

In reply to Mr Wilson, Mr Kelly maintained that the smoke arose when the buses were moving under a steady load, and that it was not puffs from initial acceleration.

DTp vehicle examiner, David Gould, said he was driving the car when the photographs were taken and the smoke emission from the buses they followed had impaired his vision.

Mr Wilson pointed out that an immediate prohibition listed various seats in a very dirty condition, yet that defect was categorised as a delayed item in the manual, claiming that the vehicle examiner had departed from the guidelines laid down in the manual on a number of occasions.

Mr Kelly said he did not feel that passengers should be expected to sit on seats and soil or possibly ruin their clothing. The manual was only a guideline and each defect had to be judged on its own merit.

Following a claim by Mr Wilson that Mr Kelly was not following the correct procedures and had exaggerated certain defects, Mr Dalgety said: 'People get confused over guidelines. They are a starting point only and you go on from there.'

Asked why he had not issued an exemption from a prohibition to allow one of the company's vehicles to travel back to its depot, Mr Kelly said that exemptions were not automatic and had to be requested by the operator.

Vehicle examiner departed from set-down guidelines – claim

After Mr Wilson had maintained that he had never asked for an exemption and that they had always been issued as a matter of course, Mr Dalgety said there were a number of prohibitions before him where no exemption had been granted.

Mr Wilson said that he had produced a vehicle he had been asked to produce during the fleet check. Mr Kelly rejected it and asked for a different vehicle. When asked why, Mr Kelly had said: 'I can't let you know my tactics.'

Mr Kelly said he did not recall such an incident. It was not abnormal to look at more vehicles than were originally asked for in order to get a true indication of the condition of the vehicles running on the road.

Asked whether it was ▶

Weekly report on law and the coach operator by Michael Jewell

reasonable for a driver to wait to the end of his shift to report a loose handbrake, Mr Kelly said that the handbrake was so loose that it should have concerned any driver and it should have been reported immediately. It would have taken time for the bolts to work loose and it must have been blatantly obvious to the driver. In his opinion, the component would have failed completely within a very short time.

The hearing was adjourned to the company's premises for the commissioner to examine the vehicle concerned, after a dispute over the number of bolts securing the handbrake assembly.

Hill's of Tredegar told that its troubles are now over

HILL'S of Tredegar was told this week that its troubles were behind it as the company was granted a 58 vehicle licence for the full five year term.

South Wales traffic commissioner, John Mervyn Pugh, issued the licence- for 54 single deckers, two double deckers and two minibuses- despite hearing that the company had recently been convicted of tachograph offences.

A Cardiff public inquiry heard that the company had suffered troubles following the death of its founder, Harry Hill. Last November Mervyn Pugh had cut the authorisation from 75 to 59 vehicles following a spate of maintenance problems (*Coachmart*, December 6,1990).

For the company, Roger Cradick, explained that it had appointed a new transport manager and had taken on board a maintenance system recommended by the South Wales traffic area.

The new traffic manager, Richie Young- formerly with National Welsh and South Wales Transport- said that the system had worked well since it was introduced. He added that the maintenance of the double deckers and 10 other vehicles was being contracted out.

Mervyn Pugh thanked the company for voluntarily disclosing that it had recently been in court on a tachograph offence and added he would not hold it against Hill's.

He said:'When the company last appeared here I expressed great sadness that Hill's were in trouble. It gives me great joy to see everything is now right and I hope you continue in that way. The name of Hill's is revered in the coach industry and the late Mr Hill added panache- it was very sad when his pride and joy was in such a situation.'

Hill's of Tredegar: granted 58 vehicle licence.

Glebe Taxibus licence cut

THE authorisation on the licence held by King's Lynn, Norfolk, based Glebe Taxibus has been cut from five to four vehicles, by the Eastern traffic commissioner, Brigadier Compton Boyd, at a Cambridge public inquiry. In addition, the commissioner reduced the duration of the licence so that it now expires at the end of October.

D & N is allowed back on road

SWANSEA minibus operator Donald Woolf, trading as D & N Travel, whose licence was revoked in 1990, and who was told not to seek another for at least 12 months, has succeeded in his application for a new one.

Authorising the operation of one minibus at a Cardiff public inquiry, the South Wales traffic commissioner, John Mervyn Pugh, said that certain complaints had been made against Mr Woolf, of Coopers Estate, Ammanford, and there was a suggestion that he was likely to be charged by the police over the illegal use of a vehicle carrying children to school.

He had received information that Mr Woolf was using a vehicle driven by a driver who was not the holder of a psv driving licence, and that he was using a 14 seater when he could only use an eight seater.

Mr Woolf said that he had immediately contacted the enforcement officer about the matter and nothing had come of it yet. He had removed a double seat from the vehicle in question.

Granting a licence for a period of one year, Mr Mervyn Pugh suggested that the maintenance contract Mr Woolf had entered into for inspections and servicing every 14 days might be a 'little over the top'. It might be better to fix a mileage basis for the servicing, but keep the inspections at 14 day intervals, said Mr Mervyn Pugh.

Commenting that he was glad to see Mr Woolf back in the fold, Mr Mervyn Pugh said: 'You have a few enemies and there are people trying to catch you out.'

After Mr Woolf had said that he had a psv driving licence badge, Mr Mervyn Pugh said: 'Wear it.' He warned that though Mr Woolf could contract out his maintenance, he could not contract out his responsibilities even though he had a contract with an outside garage.

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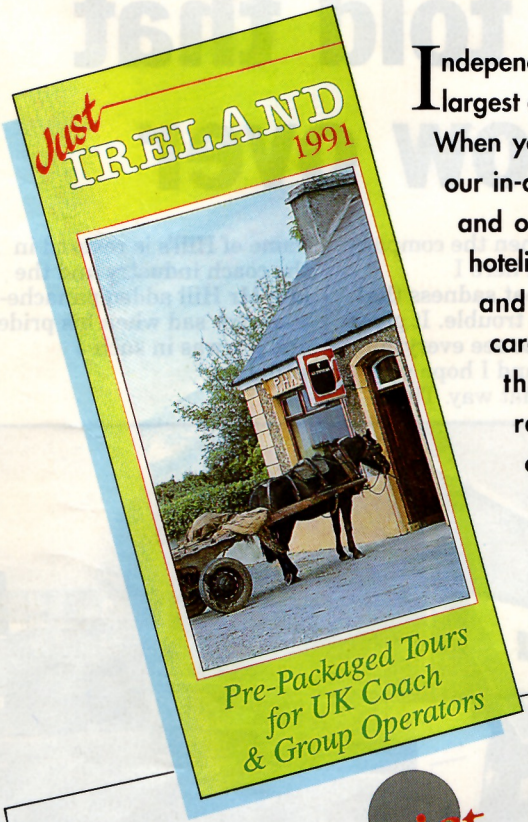

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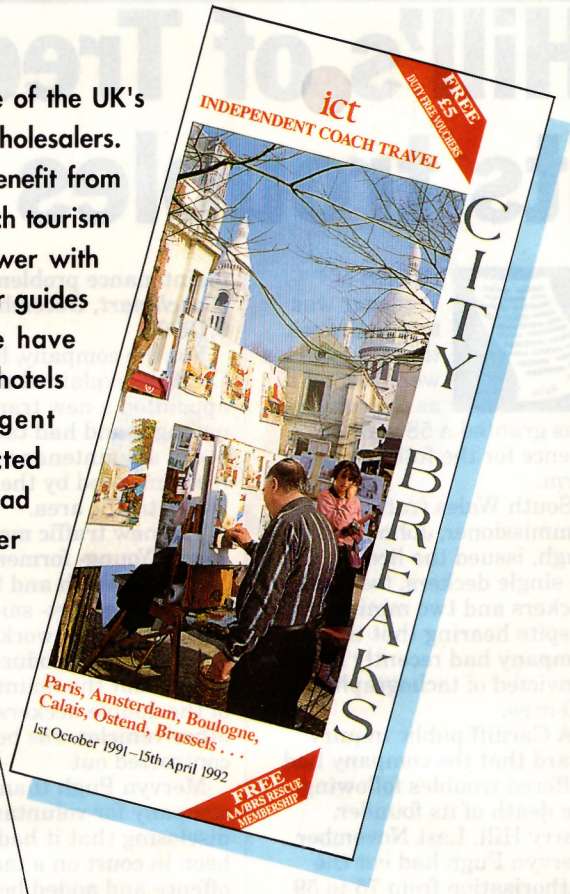

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SPECIAL FEATURE

Tour Wholesalers: Friend or foe?

WITH holidaymakers demanding more adventurous destinations, and more of them, organising a range of tours for next season becomes a time-consuming and expensive business. Tour wholesalers are one option... but are they friend or foe? Coachmart examines the pros and cons, and sees what they are selling for 1992.

DESPITE an increasing number of wholesale tours and tour wholesalers selling their wares to coach operators, some coach companies are still reluctant to lose direct control of their own tour programme.

Many small, traditional coach operations still plan, book and manage their own tours efficiently and successfully. So what role can tour wholesalers fulfil?

The very fact that business has boomed for them in the last few years indicates that they have found a niche in coach tourism. Make no mistake, tour wholesalers are in it for the money... the coach operator pays their wages with every tour he buys. So how can they offer any genuine savings?

Can clients tell the difference? Wholesalers may solve the tour organising nightmare.

The first and most obvious point is that the wholesalers can offer economy of scale. Coach operator A, booking 100 beds in a hotel, is not going to get the same price as a wholesaler booking 1,000. Even charging a small margin on his price, the wholesaler stands to make a healthy profit. The coach operator may have to make 50 sales to fill the 100 beds. The wholesaler has to make between ten and 20 sales to fill his 1,000 bookings.

He also takes a risk. In booking 1,000 beds, the wholesaler is banking on finding nine other operators like operator A, each of whom want to buy 100 beds. If he can't sell them on to operators, he may still have to fork out the deposit, and bang goes his profit margin.

On the other hand, the wholesaler may have better sway with his hotels and hotel groups. He might drive them down on price, but if he's any good, his business will be reliable turnover. It has to be said that hotels suffer a large number of eleventh-hour cancellations from coach operators.

An operator's usual comment to a wholesaler is that he could get a similar deal himself if he phoned around. That is, of course, often true but how many operators then cost in the 'phone bill and staff time at £5 an hour? Time really IS money, and these costs cannot be ignored. And again, the wholesaler can offer economy of scale. When he 'phones around for the best price, the cost of his time is split between a much larger number of passengers.

But perhaps the most under-rated of the wholesaler's skills is his knowledge of the many venues and hotels he uses. Wholesalers never lay their hands on a spanner or the steering wheel. All of their effort is concentrated on negotiating prices at hotels they have seen first-hand, and attractions which have a good reputation with their customers, then selling that expertise to the operator.

Many operators are in danger of being jacks of all trades and masters of none. Home-spun tours only add to the hassle in the office, since if anything goes wrong, the buck stops with the operator. If a wholesaler is the tour organiser, the operator can often pass the buck to him. Again, the wholesaler's intimate knowledge of the tourism trades may mean he can solve the problem far more quickly than the operator.

These days, wholesalers can also offer a few fringe benefits. For instance, many supply over-printed brochures and leaflets, sme in full colour. Anyone who knows the cost of printing will quickly realise the advantages of being able to hand out professionally-produced brochures for free.

To sum up, wholesalers can help an operator have both hands free to deal with the nitty gritty of operating vehicles. By doing so, they can actually reduce the cost of tour organisation. And if you find a reliable wholesaler, he can actually help you produce a better product.

Citylink heads for UK market

OPERATORS expanding into Scottish tours may get a no-hassle deal by calling Scottish Citylink tour company Clansman Monarch.

Anxious to develop its coaching business, the rapidly-changing Edinburgh-based company is now wholesaling complete packages which include travel aboard Parks of Hamilton's elite fleet. This leaves the operator with nothing more than a shuttle to run to the starting point and the certainty that Clansman's intimate local knowledge will make the tour run smoothly.

Clansman's sales and development manager Micky Forster said she was still very much in the planning stage with other innovations, including year-round short breaks in Edinburgh and Glasgow, but was already dovetailing its tours into those of Frames Rickards.

Details of Clansman's wholesaling developments are from Clansman Monarch Holidays, St Andrews Square Bus Station, Edinburgh EH1 3DU, Tel: 031 556 2126/7, Fax: 031 556 7847.

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Albatross wings into BCC meeting

FORWARD-thinking tour wholesaler Albatross has taken its one-stop shopping service to the trade by talking to Bus and Coach Council members direct.

Albatross Tours representative Sally Thelan explained the case for wholesalers at a meeting of Devon BCC members, and stressed it's the service, rather than the prices, which are the advantage of going through a wholesaler.

'With one phone call, the operator can now have his entire package organised for him - from the itinerary planning, hotel and ferry booking stage, the the more meticulous arrangements for local guides, meals en route, entrance arrangements for various visitor attractions and more specific requests for special interest and incentive groups,' she told the delegates.

'The operator is then free to concentrate on marketing his product and improving his service to the public.'

Albatross says it specialises in the unusual - Australian choral visits to Notre Dame, dawn tours of Heathrow Airport, and Formula One racing trips are just the tip of the iceberg of requests it has satisfied.

Apart from those, it offers the more usual destinations such as Austria from around £16 a night, Switzerland from £23, Italy from £14.50, Germany from £17.60 and France for around £27.

Short breaks in the UK include three nights on the Isle of Man including entertainment, half board, for £52.50 or four nights midweek for the same price. Ireland six-night tours start at around £180, five nights in Scotland at around £121, three nights in York for £75, and a seven-night hotel package in Newquay for between £88 and £124.

Full details are from Albatross Tours, 88 King Street, Maidstone, Kent ME14 1BH, Tel: 0622 673319 or 754725, Fax: 0622 759454.

BCC members are often on the sharp end of passenger complaints.

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AUTUMN BREAKS – 1991

AVIEMORE – Badenoch: £24.00
Coylumbridge: £34.50; Freedom Inn: £25.50
INVERNESS – Caledonian: £29.50
BRISTOL – Leisure Lodge: £28.50
PERTH – City Mills: £28.50
EDINBURGH – Grosvenor: £28.50
IRVINE – Hospitality Inn: £30.00
STOKE – Grand: £27.50
LEEDS – Hilton: £29.50
PETERHEAD – Waterside Inn: £29.50
WINDERMERE – Hotel: £31.00
NEWBURY – Newbury: £28.50
ROTHESAY – Glenburn: £23.00
GLASGOW – Hospitality Inn: £31.50
ABERDEEN – Altens: £26.50
HAYDOCK – Thistle: £29.00

CHRISTMAS SHOPPING

NEWCASTLE – Hospitality Inn: £24.50 **EDINBURGH** – Grosvenor: £28.50 **GLASGOW** – Hospitality Inn: £26.00 **ABERDEEN** – Altens: £24.50 **LONDON** – St Ermin's: From £28.50

THEATRE BREAKS

EDINBURGH – Grosvenor: £28.50 (**Barnum** – 19th December-29th February) **LONDON** – St Ermin's: From £28.50 (Various Shows)

CHRISTMAS

AVIEMORE – Badenoch: £171.00 (4 nights)
GLASGOW – Macdonald Thistle: £183.00 (4 nights)
PERTH – Salutation: £159.50 (4 nights)
BIRMINGHAM – Apollo: £180.00 (4 nights)
ABERDEEN – Tree Tops: £165.00 (3 nights); Amatola: £165 (4 nights)
LONDON – Mount Charlotte 3 Star: £195.00 (4 nights)

NEW YEAR (3 Nights)

STOKE-ON-TRENT – Grand: £177.00
PERTH – Salutation: £160.00
ABERDEEN – Dyce: £165.00
BRISTOL – Grand: £136.00
NEWCASTLE – Hospitality Inn: £136.00
BROMSGROVE – Perry Hall: £165.00
STOCKPORT – Alma Lodge: £165.00
GATESHEAD – Springfield: £165.00
CARDIFF – Royal: £177.00
HATFIELD – COMET: £153.50

STAKIS BARGAIN OFFERS (January/February)

BRISTOL – Leisure Lodge: £26.00
MAIDSTONE – Country Court: £28.00
NEWBURY – Newbury: £26.00
STOKE – Grand: £23.50
PERTH – City Mills: £26.00
LEEDS – Windmill: £22.50
BRADFORD – Norfolk Gardens: £22.50
AVIEMORE – Badenoch; £24.00

1992

INVERNESS – Caledonian: £34.50
PERTH – Salutation: £29.50
ABERDEEN – Amatola: £32.00
GATESHEAD/NEWCASTLE – Springfield: £30.50
EDINBURGH – Mount Royal: £34.00; Ellersly House: £34.00
MANCHESTER – Piccadilly: £32.00
GLASGOW – Hospitality: £33.00
LEEDS/HARROGATE – Parkway: £32.00
IRVINE – Hospitality: £32.50
HARROGATE – Hospitality: £32.00
AVIEMORE – Freedom: £28.00
ULLAPOOL – Mercury: £26.50
GLASGOW – Hospitality: £33.00
PETERHEAD – Waterside: £29.50
LEEDS – Hilton: £32.00

The prices quoted above are per night per person sharing and include Dinner, Bed and Breakfast (except Christmas, New Year and Bed and Continental Breakfast only in London).

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BEST OF SCOTLAND HOLIDAYS

Wedgewood pots low rates

LONDON budget hotels are the specialist field of Wedgewood Travel, based at the heart of the city in the King's Road.

Wedgewood has tracked down two-star hotels offering rooms at £15 a night - perhaps ideal for theatre visits rather than facing clients with a late-night coach journey home. Indeed, Wedgewood can arrange tickets for concerts, shows, river cruises and banquets at the time of booking.

But Wedgewood is not stuck with British destinations. Austria, Holland, Belgium, Denmark, The Rhine, Moselle Valley, Denmark, and a number of other European venues are included in its portfolio. Typical starting price for an Austrian Tyrol break, for seven nights half board and two bed and breakfast, including ferry crossing, is £179 based on 30 seats sold.

Taking advantage of EuroDisney in 1992, Wedgewood has three-star central Paris hotels available for £89 for three nights bed and breakfast, including ferry crossing. Group entrance rate to EuroDisney has still not been set.

One operator who uses Wedgewood is Chris Stone, of Stone's Coaches of Bath. He said the service he got had been virtually faultless, particularly for London breaks but also for everything from extended tours to theatre trips.

Full details are from Robin Jackson of Wedgewood Travel, Chenil House, 181 King's Road, London SW3 5EB, Tel: 071 352 3006, Fax: 071 376 5653

London on a budget is Wedgewood's speciality.

BAWTA could save the day

THE trades association covering wholesalers, the British Association of Wholesale Tour Agents, says it is happen to intervene in disputes between its members and coach operators.

BAWTA represents seven major wholesalers - Groupways, Aladdin, Albatross, Continental Tours, Greatdays, ICT and Norman Allen. Set up in 1987, it was also reposnsible for the formation of the Coach Tourism Council which aims to promote coach tourism to the public.

Its own function is to provide a forum for wholesalers and a point of redress for operators doing business with its members. It settles problems through its sub-committee, the decision of the committee being binding on the members. If three complaints against a wholesaler are upheld, he is expelled from BAWTA.

More importantly, BAWTA insists its members maintain and adhere to a code of conduct, which guarantees the operator full information on charges before booking. This protects operators against quotation changes within a given period, and makes sure the hotels quoted for are named in confirmation of booking.

Complaints against BAWTA members should be directed to Simon Allen, BAWTA, c/o Norman Allen Group Travel, 13 Commercial Street, Hereford HR1 2DB.

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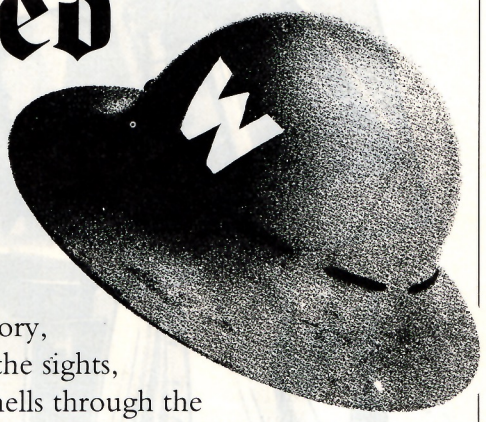
Luftwaffe sighted on Tower Hill



The Luftwaffe have been sighted at Tower Hill in the City of London – as have Romans, Viking hordes, and Christopher Wren.

From late Summer 1991, visitors to London will be able to experience the same sight; London's first dark ride museum, illustrating 2,000 years of the City's colourful history.

Developed by the Culverin Consortium in association with the Museum of London, the Tower Hill Pageant will be a major new tourist venue.

The Pageant is located within the Tower Hill Vaults, next to the Tower of London. Visitors will travel in automated cars through the City's history, experiencing the sights, sounds and smells through the latest display techniques.

Within the Pageant the Museum of London is staging a unique display of waterfront archaeological finds, and the complex also includes shops and restaurants.

The Tower Hill Pageant will cater for over 500,000 visitors a year, appealing to domestic as well as overseas tourists.

A special leaflet has been prepared for tour operators and the travel trade. For your copy just send the coupon below, or call us on 071–924 2465.

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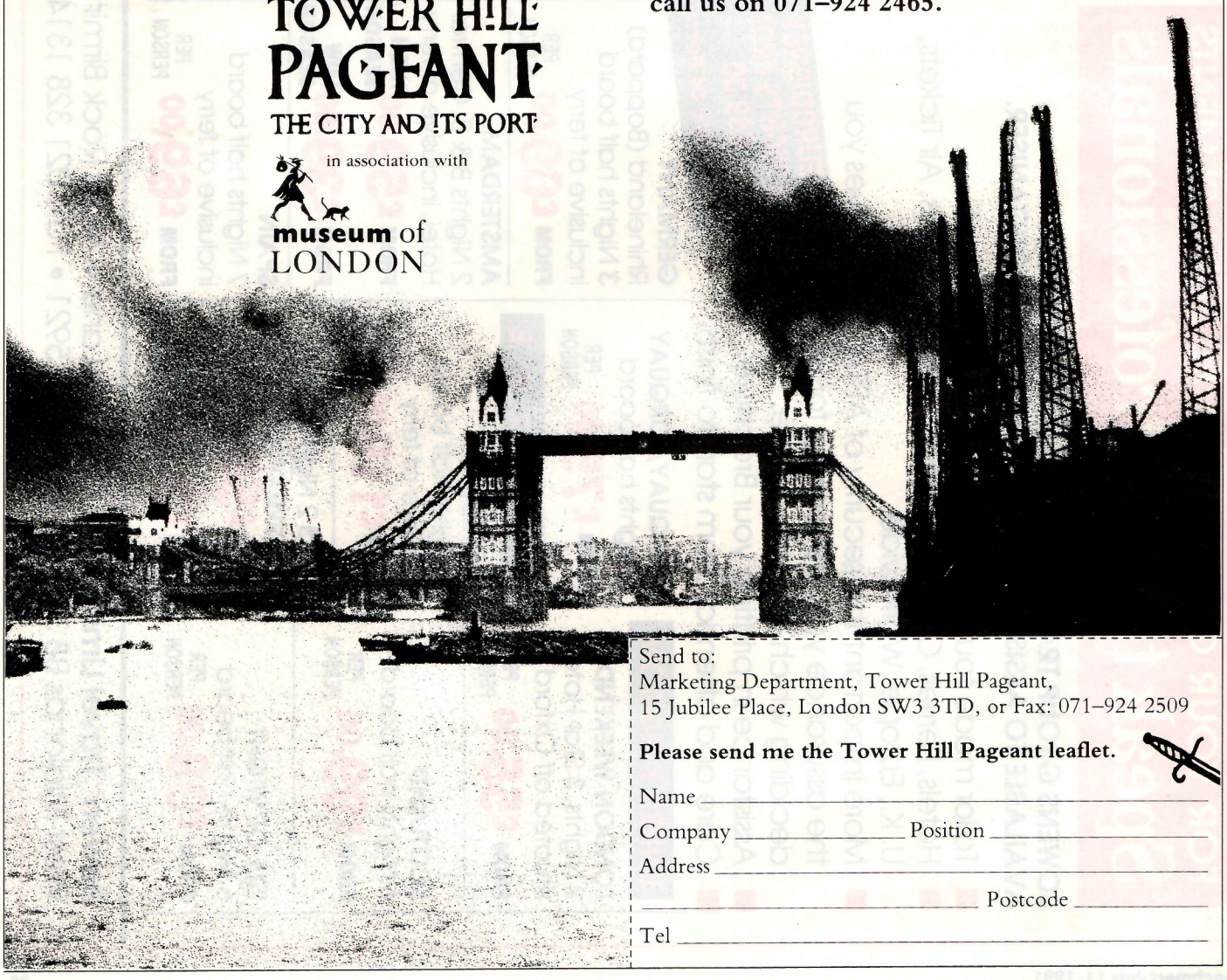
in association with
museum of LONDON



Send to:
Marketing Department, Tower Hill Pageant,
15 Jubilee Place, London SW3 3TD, or Fax: 071–924 2509

Please send me the Tower Hill Pageant leaflet.

Name _____

Company _____ Position _____

Address _____

_____ Postcode _____

Tel _____

Tailor-made tours at a price

NORMAN Allen Group Travel has established itself through 20 years of dealing with operators as an ideal place to organise the unusual.

'We sell very much on quality rather than price,' commented Simon Allen. And tours such as the Arctic Circle trip run successfully by Fishwicks of Leyland (*Coachmart 641,* May 30) seem to underline this 'tailor-made' attitude.

NAGT does, of course, list all the popular destinations in Europe and the UK, but is constantly adding new venues to the list. It claims to visit all its hotels regularly to maintain high standards.

Scandinavian tours are something of a speciality with NAGT, not least because the standards of accomodation and catering are so high in Norway, Finland, Sweden and elsewhere.

Floriade 1992 - the giant Dutch garden festival - is a destination which NAGT regards as one of its triumphs. In at the start, NAGT has reached a stage this summer where the majority of the popular dates are booked heavily. Ebbw Vale's National Garden Festival next year is another of NAGT's more successful destinations. Again they have gone for quality in the package, including a dinner dance in the price.

And not the least of NAGT's benefits is that it quite literally costs nothing to 'phone for a quote. Its FreePhone line - 0800 262273 - has proven particularly useful, claims NAGT, because the it takes a while to explain the 'extras' in an NAGT package!

Full details of tours are from Norman Allen Group Travel, 13 Commercial Street, Hereford HR1 2DB, Tel: 0800 262273, or 0432 277666, Fax: 0432 352041.

Shearings man started Greatdays

FORMER Shearings managing director John Beaumont is the driving force behind Greatdays of Cheshire, using his intimate knowledge of coach operation to help tours go smoothly.

Mr Beaumont formed Greatdays in 1986 after 20 years with Shearings, then set about gathering together professionals he knew. The expansion has been such that he now employs a dozen staff at new, bigger premises in Altrincham.

Greatdays has close links with major hotel chains, many in the quality end of the market. For instance, it has major ties with Stakis for its Discover Scotland brochure with prices from £49 for two nights half board up to £145 for six nights.

It has already put together 1992 packages with Rhine cruise operator KD and with Jarvis Hotels. Ready soon will be packages to other hotel chains and with Norwegian cruise specialist Color Line. Prices are in line with quality, a KD Moselle cruise for four nights half board and two full baord nights on a luxury KD ship starting at £265.

Greatdays is as happy to recognise the value of budget UK short break packages, and successfully countered the major problems it faced with the onset of the Gulf War by coming up with packages around the UK.

Full details of tours are from Greatdays, Travel House, 2 Stamford Park Road, Altrincham, Cheshire WA15 9EN, Tel: 061 928 9966, Fax: 061 928 8226.

THE EUROPEAN GROUP TRAVEL SPECIALIST

Tours International Ltd is a tour operator which offers the coach operator and group organiser a comprehensive and flexible service including hotel accommodation, meals, tour itineraries, guides & couriers and ferries to the following destinations:

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★ Holland
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70 St James Road,
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Kent TN1 2HL England

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Tours International

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Trust MAUN the oldest established Travel Wholesaler in the business for all your ferry and hotel requirements. Founder member of C.I.S.A. and full member of B.C.C.

See us at the NEC on stand C11 at Bus & Coach 91 where we will have some of our Continental Partners with us to discuss your requirements.

Availability now for Euro-Disney Tours (it is essential that you book soon to get hotel accommodation) and bargain price winter breaks.

Special Offer – AMSTERDAM (October to March) – ferry & 4 star hotel only £31.00 – extra nights available.

MAUN INTERNATIONAL TRAVEL CONSULTANTS LTD.

151 Outram St, Sutton in Ashfield, Notts NG17 4FU
Tel, Mansfield (0623) 555621 (3 lines); Fax 0623 555671; Telex 377316

A history of success with the Travel Trade

- The South of England's most exciting visitor attractions
- Assistance in planning your days itinerary
- Generous group discounts
- Open every day of the year
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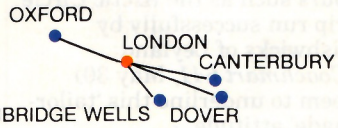
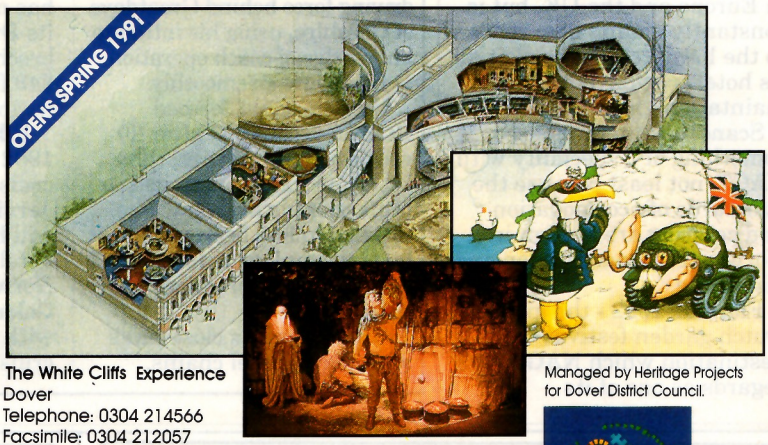


For information on opening times and group admission rates:

THE CANTERBURY TALES

The Canterbury Tales, Canterbury
Telephone: 0227 454888 Facsimile: 0227 765584



The White Cliffs Experience
Dover
Telephone: 0304 214566
Facsimile: 0304 212057

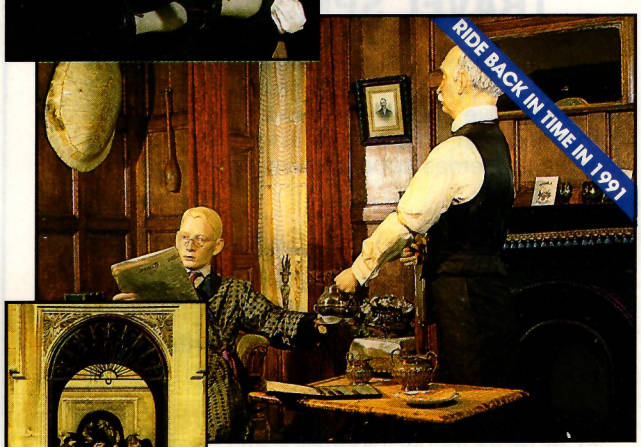
Managed by Heritage Projects for Dover District Council.

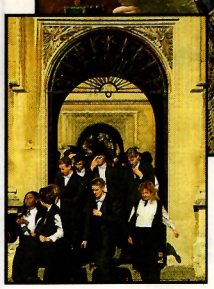
the WHITE CLIFFS experience

Managed by Heritage Projects for Tunbridge Wells Borough Council.

a DAY at the WELLS

A Day at The Wells
Royal Tunbridge Wells
Telephone: 0892 546545
Facsimile: 0892 513857





THE OXFORD STORY

The Oxford Story
Oxford
Telephone: 0865 728822
Facsimile: 0865 791716

Information Hotline

Call Sara Thorn on our Information Hotline (0904) 646411 for our 4 attraction Travel Trade packs, including full details of the amazing new White Cliffs Experience.

Heritage

Bringing the Past to Life

Tours International heads up US 'invasion'

EAST Anglian Tourist Board has appointed Tours International as the sole wholesaler for American groups revisiting Britain for the 50th USAAF anniversary.

In 1941, air personnel from the US established a unique relationaship with Britons in East Anglia as they were stationed here ready for the war effort from the air. The half-century celbrations are expected to attract a great number of inbound US tourists... and Tours International says it has the guides, couriers and staff to make the visit interesting.

But Tours International has also built up a strong business in outbound tours, visiting France, Belgium, Holland, Germany, Austria, Switzerland, Yugoslavia and Italy, for which it can arrange bilingual couriers. At home, its specialist field is London and the South East, where its experience allows it to put together special interest breaks based on pubs, historic building or almost any theme demanded by the group.

The 1992 brochure out soon will offer a number of Christmas packages including local festivals and carnivals in Holland, Belgium and Germany: 'It's an opportunity for coach operators to introduce many new and relatively unknown special European events to potential customers,' explains a spokesman for Tours International.

The company is not alone in offering EuroDisney packages but, like the others, cannot yet predict group rates for entry to the park - as yet unannounced. What it can offer is its expertise in booking French hotels close to EuroDisney at the right price, and with EuroDisney's own hotel prices appearing to be on the high side, this could be of some appeal to traditional coaching customers.

Germany is another of TI's specialities.

Typical 1991 prices for European breaks were: Paris two-night break, double room, £58; Brussels, two nights shared, £56; or seven nights half board in the Tyrol, Germany, for £185, all including sailings.

Tours International's Ralph Bennett or Gerry Smith can be reached on 0892 515815.

NOW AND FOREVER

CATS

NOW BOOKING UNTIL OCT 1991

GROUP BOOKINGS AVAILABLE FROM JANUARY (Monday to Friday evenings and matinees)
RING DEBBIE ON 071 - 405 1567 OR FAX 071 - 831 5487

SEALINK STENA LINE

EARLY RISER DAY TRIP

Great value Day trips to Calais from only £8.95 - and that includes breakfast!!!

Every Tuesday from September through to December pick any sailing between 0400 and 0815 and we will give your customer a hearty special English Breakfast. The perfect start for a day trip to Calais or even Paris as you can return on any sailing from Calais on the same day.

FARES
September £9.95
October/November & December £8.95

£5

TAX FREE VOUCHER
when you spend £25 in the Duty Free Shop on Spirits and/or Tobacco

SPECIAL DAY BREATHER TO PARC ASTERIX

A super Day trip to the spectacular home of Asterix the Gaul

1988 saw the 30th birthday of this incredibly popular French cartoon character - it also saw the opening of a spectacular £88m theme park situated just north of Paris. Since then over 3 million visitors have enjoyed this fantasy world dedicated to Asterix.
The attractions are numerous, ranging from Dolphinariums to Shoot the Rapids ride. For the more adventurous there is a super roller coaster type ride which turns you upside down 8 times over a lake! There are 3D cinemas, Roman Forts and a faithfully reproduced Gaullish Village with all the familiar scenes from the Asterix books. To relax in there are 34 food and drink outlets.

The Parc is situated to the north of Paris, only 2½ hours from Calais off the A1. Parking is well catered for with spaces for some 155 coaches. There are special coach drivers' rest facilities on site.

SAILING TIMES	
Outward from Dover	Return from Calais
02.30	20.00
04.00	21.30
05.30	23.00

FARES				
	Monday-Friday		Saturday & Sunday	
	Adult	Child	Adult	Child
April-June	£18.50	£14.50	£20.50	£16.50
July-August	£20.50	£16.50	£22.50	£18.50
Sept-Oct	£18.50	£14.50	£20.50	£16.50
Coach free subject to usual minimum requirements				

SPRING SPECIALS

BOULOGNE MARINE LIFE SPECIAL

NAUSICAÄ
Centre National de la Mer

Opened on the 18th May is one of the largest and most important sea-life centres in the world

'Nausicaa' is situated in Boulogne-sur-Mer and takes you on a real journey to the centre of the sea. You go through underwater filled arches that give you the experience of actually being among marine life in different habitats from the shark aquarium, the world of plankton to the spectacular colourful coral reef of a tropical lagoon. There are some 1400 square metres of aquariums including a 3000 metres deep tank for observation of fish behaviour.

On the bridge of a trawler you can discover that fishing today is in fact hunting and then watch a fishing net as it unfurls around a shoal of tuna fish.

There is a cinema screen with a continuous programme of films on all the realms of the sea. There is a large reference and video library with some 300 different films.

Outward-Folkestone	Return-Boulogne
07.45/08.45	17.30
10.00/10.15	19.15/20.45

Inclusive Foot Passenger Fares		
	Adult	Child 4-13
16 May-30 June	£11	£9.50
July-August	£13	£10.50
Sept-December	£11	£9.50
Coach Supplement - £2.50 per person		

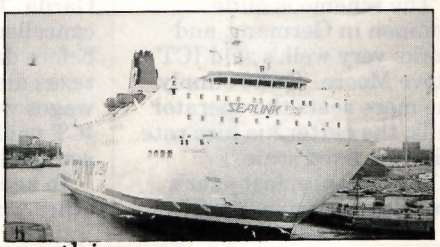
SOUTHAMPTON-CHERBOURG INTRODUCTORY OFFER

Sealink Stena Line have introduced a premier new route between Southampton and Cherbourg.

This is an ideal route for your private groups wishing to travel to Normandy, Brittany, Western France and further south.

The service started on 28th June and is operated by the Stena Normandy – which features an extensive range of cabin accommodation (all with en-suite facilities), restaurants (both a la carte and free-flow), the Terrace Bar (with disco and live entertainment), two cinemas, two children's playrooms and tax- and duty-free shops.

AND . . . between 21.10.91 & 31.03.92 we are offering an up to 60 hour excursion fare of £18 including a restchair each way on this new Sealink Stena Line route.



TWO GREAT OFFERS ON SOUTHAMPTON TO CHERBOURG

Sealink Stena Line's new route features the recently re-furbished Stena Normandy – offering an unparalleled range of facilities which include an A la Carte Restaurant, a 'free-flow' restaurant, the 'Can-Can' Lounge with live entertainment, a disco and even a cinema!
To introduce you and your clients to this new route – we have 2 super offers

BREATHER ONE

04.10.91 – 28.03.92
24 HOURS

Depart Southampton on Friday overnight sailing.
Return from Cherbourg on Saturday afternoon sailing.

£25
nett per person

Includes a berth in a standard 2 or 4 berth cabin, 1 evening meal voucher, 1 breakfast voucher and on-board entertainment.

BREATHER TWO

03.10.91 – 29.03.92
3 NIGHTS

Depart Southampton on Thursday overnight sailing.
Return from Cherbourg on Sunday afternoon sailing.

£39
nett per person

Includes a berth in a standard 2 or 4 berth cabin, 1 evening meal voucher, 1 breakfast voucher, on-board entertainment and 2 nights B&B accommodation (sharing twin room) in the 2 star Climat Hotel at St Brieuc in Brittany.

LINE 0800 282251 FAX: 0233 646024

ICT Superdeal gives guaranteed profits

INDEPENDENT Coach Travel is running a unique, German-style Superdeal programme which guarantees set payments to the operator.

The scheme gives the operator a set retail price for the three and four-day Winter breaks in Europe, which is monitored by ICT. The operator generates the bookings and collects the cash, and is then invoiced by ICT for the number of seats sold, less a fixed coach hire rate of up to £400 a day... guaranteed.

'The scheme is quite common in Germany, and works very well,'s said ICT's Steve Moore. 'Quite simply, the more seats the operator sells, the better his hire rate within a fixed scale.'

For instance, last year's four-day Austrian Tyrol break, half-board including ferries was sold at £109 a seat by operators. For 30 seats booked, ICT paid the operator £1,210, for 40 £1,760, for 45 £1,870, and for 49 seats £2,200.

'The venues have been picked for their potential for day excursions,' said Mr Moore. 'Those excursions are the operator's bonus. Any money made on excursions, he keeps.'

Destinations this year included the French Riviera, Ireland, Switzerland, the Austrian Lakes and Lake Garda. The tour could be cancelled up to five weeks before departure. Road tolls, taxes diesel fuel and driver's wages were included, and ICT paid driver's accomodation.

To keep a pace ahead of other wholesalers offering European city breaks programmes, ICT is offering AA/BRS Fleet Rescue for free, and a £5 duty free voucher on selected sailings. The winter programme this year and next takes in Paris, Dublin, Amsterdam, Brussels, Cologne, and others, all based on a minimum of 30 seats sold.

One of ICT's most practical 'extras' is 200 overprinted leaflets for off-peak Ireland tours to help sell the seats. A weekend break in Dublin can be had for as little as £59.

Full details of all ICT programmes are available by contacting Independent Coach Travel, Studios 20/21, Colman's Wharf, 45 Morris Road, London E14 6PA, Tel: 071 538 4627, Fax: 071 538 4627.

Germany has many benefits as a group destination, including similar drinking habits, plenty to see, and hotels really tuned into coach parties.

GARDENERS DELIGHT (£7.85)

Visit KNOLL GARDENS. These delightful gardens boast well over 3,000 different plants from the rare, unusual and exotic. Continue to the famous themed gardens of COMPTON ACRES including Japanese, Italian and Roman Gardens. A delicious 'Dorset Cream Tea' (one of the best in Dorset) has been arranged at THE COURTYARD CENTRE. Also visit their working arts and crafts units in the old stable block. An information pack for each visitor.

Poole

DORSET VILLAGES WITH GUIDE (£9.00)

Our qualified guide will aboard the coach for a tour of the DORSET VILLAGES. Take a ride on the SWANAGE RAILWAY and enjoy the views of the Purbeck Hills. A two course 'railwaymans' lunch including coffee will be served, on the move! An information pack for each visitor.

BOOKING PROCEDURE: (Quotations based on min. of 20 passengers)
1. Choose a suitable date in your diary.
2. Contact your coach company for availability. *(NB. Special rates for coach operators).*
3. The tours include all mentioned facilities.
4. Simply write or 'phone for a booking form or visit our stand at MOOT.

For other day tour packages / accommodation based visits please contact as below.

Contact: JANE SYDENHAM, GROUP TRAVEL MANAGER, DEPT. T & E, POOLE TOURISM, THE QUAY, POOLE, DORSET, BH15 1HE. TEL: (0202) 686290 FAX: (0202) 684531.

Your friendly and efficient tour wholesaler with over 40 years experience at the top.

Call us now for our 20 page brochure of autumn/winter Continental weekend packages including ferries and hotels.

Also available for 1992 Floriade and Euro-Disney weekends, with choice of hotels.

Nothing Succeeds like Success!

Success Tours

Success Tours,
42A Roundstone Street,
Trowbridge, Wiltshire BA14 8DE.

Tel (0225) 764205
Fax (0225) 777520
Telex 444828

He's survived. Now help us.

This summer, Ming Ming the giant panda arrives at London Zoo on breeding loan from China as part of an international effort to help the species survive. We're also fighting our own 'survival battle' to stay in Regent's Park and we need your help to bring new visitors to the world's most famous zoo.

For more details on how you can help our campaign or for further information about group visits, return the coupon to: Cathy Robinson, London Zoo, Regent's Park, London NW1 4RY.

YES, **I intend to arrange a group visit to London Zoo, please send me details of group benefits ☐ fund raising action pack ☐** *(tick box ✔)*

Name _____

Address _____

_____

Postcode _____

SAVE OUR ZOO

LZ/29/91

A Great day trip for you to offer !

ALL-IN TICKETS - £3.99

Children £2.99; O.A.P's £2.50

with a wide range of facilities for all the family

PLUS - Our generous group discounts make this an appealing day out for you **and** your customers!

RIDES & LIVE ENTERTAINMENTS GALORE -

All included in the admission price !

REFRESHMENTS - BARS - ICES - SWEETS - SOUVENIRS - SWIMWEAR SHOP - AND LOTS MORE FUN BESIDES.

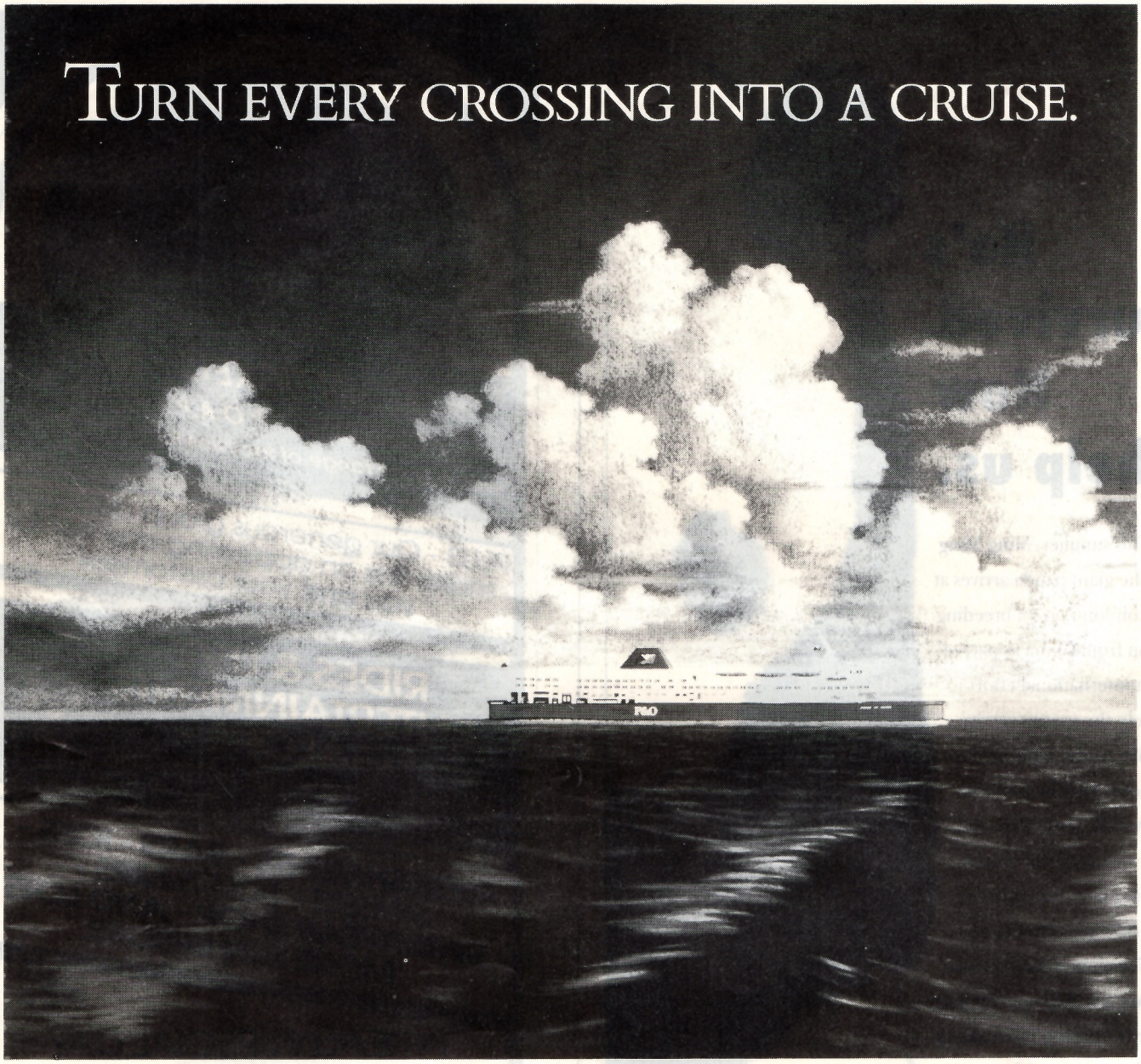
A REALLY SPECIAL DAY OUT THAT WILL SELL ITSELF !

RHYL SUN CENTRE

A Tropical Paradise for all the Family

THE PROMENADE, RHYL, CLWYD, LL18 3AQ.
Ring 0745344433 to discuss your requirements.

TURN EVERY CROSSING INTO A CRUISE.



Although we're proud of the number of routes and ships we operate and the number of people we carry, (some 12 million of them in 1990) we never forget the individual coach operator. Or his driver. Or courier.

From our dedicated Group Reservations Department, to our dedicated Group Sales Team – each one is a specialist in Group traffic.

We care about your business and the needs of your clients, so for 1991 we are announcing a multi-million pound fleet-wide facelift for our ships.

We're working hard on shore too with improvements being made to every aspect of our service. So, to make your reservations or to check availability call FREE LinkLine 0800 414555.

Or, leave it all to us and let Group Inclusive Tours arrange your group hotels as well on 0304 223451.

P&O
European Ferries

Dover-Calais, Dover-Boulogne, Dover-Zeebrugge, Dover-Ostend, Felixstowe-Zeebrugge, Portsmouth-Le Havre, Portsmouth-Cherbourg, Cairnryan-Larne.

You pay them, they pay you ...

THE Coach Connection is one of few operators to hire vehicles in for its home-spun tours.

Despite basing the majority of its work on wholesaling, it also takes 'the sharp end' and experiences first-hand what its coach operator customers go through.

'But the company hires vehicles on a scale that no other wholesaler can match, and is often in the position to offer work to operators, establishing mutually-beneficial two-way relationships with its clients, said John Iles.

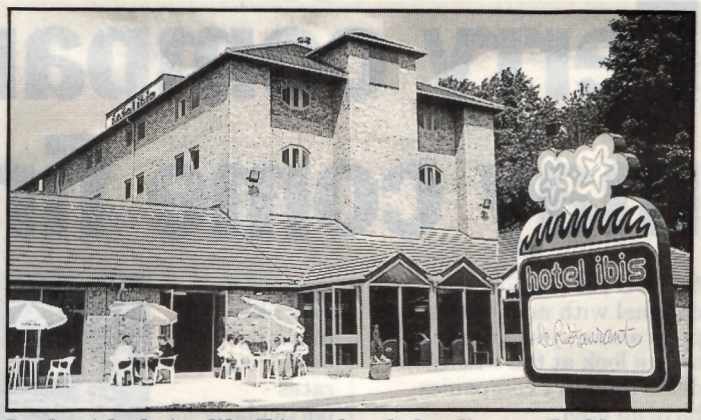
One of 1992's initiatives is a Paris winter breaks brochure, offering ferry crossing and accomodation from £24 a night in hotels well within the peripherique. The emphasis, says the Coach Connection, is on quality rather than low budget, though some hotels satisfy both criteria.

The Bath operation is used extensively by Lucketts Travel of Fareham: 'In fact, we use John Iles as often as we can,' said Ian Luckett.

'We no longer organise any tours ourselves, but we regularly canvass and quote for group organisers. The service we get from the Coach Connection has been first-class. They have good contacts which ensure our quote goes in first.'

Anyone interested in The Coach Connection can talk first-hand to them at the Coach and Bus '91 exhibition at the NEC in October, where they will have a stand.

Full details are avalilable from John Iles, The Coach Connection, 36 King Street, Bath BA1 2BN, Tel:0225 448184, Fax: 0225 482236.



Deals with chains like Ibis make wholesaling profitable . . . for the operator too.

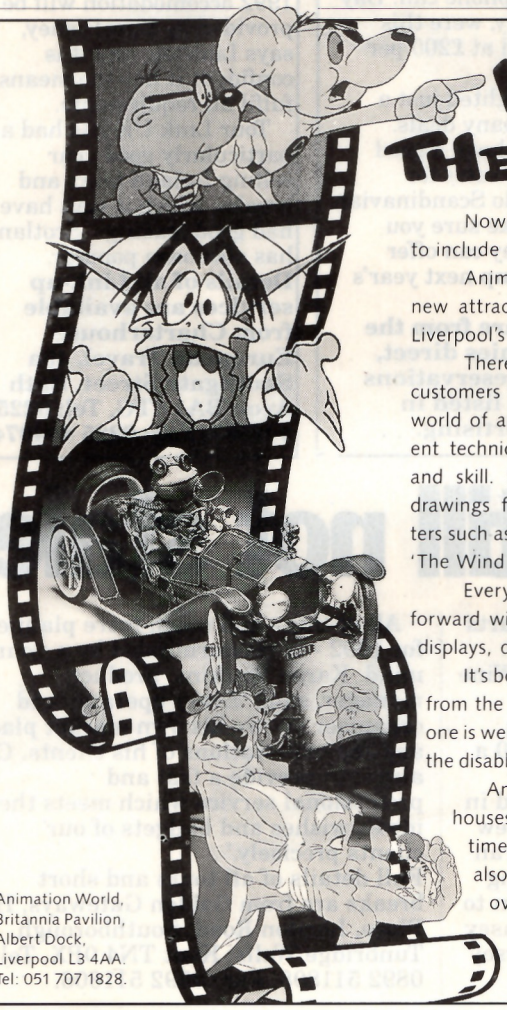
Gold at Rainbow's end

YORK-based Rainbow Holidays has tied up with European Travelhouse to provide on-off tour programmes in the UK and abroad for as little as £18 a night.

Rainbow European Travelhouse has £6.5 million-worth of spending power in the UK alone, resulting in attractive prices. It works with around 300 hotels annually, handling 150,000 clients.

Its new 'Groups Britain' trade manual includes suggestions for itineraries, destinations, entertainment and special interest themed packages. Very shortly, it will be producing a Groups Europe brochure, reflecting its overseas connections.

Details of Rainbow European Travelhouse are from Colin Doyle, Tel: 071 439 3073.



WHO'LL BE DRAWING THE CROWDS THIS YEAR?

Now there's something totally different to include on your itinerary.

Animation World. It's the most exciting new attraction for years and you'll find it at Liverpool's Albert Dock.

There's nothing more fascinating for your customers than to go behind the scenes of the world of animation. They can study the different techniques. Marvel at the animators' art and skill. See the original sets, models and drawings from children's favourite TV characters such as Count Duckula, Danger Mouse and 'The Wind in the Willows.'

Everything is made simple and straightforward with 'hands-on' exhibits, original sets, displays, drawings and models.

It's both educational and fun for everyone from the young to the young at heart. Everyone is well catered for, with special facilities for the disabled, plus driver benefits and rest room.

And remember, the Albert Dock also houses the Beatles' Exhibition, The Maritime Museum and Tate Gallery. There's also a wide variety of places to eat and over fifty enticing shops.

Animation World is open daily 10.00am-6.00pm.

For more information, simply return the coupon below. You'll find it isn't just the characters that come to life.

DRAWING ON EVERYONE'S IMAGINATION.

Please forward further information on Animation World.

NAME _____

COMPANY _____

ADDRESS _____

_____

_____

ANTICIPATED NO. IN PARTY _____

TELEPHONE _____ CMT 11/7

Please send to: Animation World, Britannia Pavilion, Albert Dock, Liverpool L3 4AA. Telephone: 051 707 1828.

AW3

Animation World, Britannia Pavilion, Albert Dock, Liverpool L3 4AA. Tel: 051 707 1828.

Ferry companies may come first

IF YOU'RE crossing the channel with next year's tour programme, you'd do well to take a look at the wholesale deals the ferry companies have on offer.

Most of the shipping lines offer excellent deals for short breaks, with the added operator incentive of developing a good business relationship with them for the last-minute bookings private hire customers sometimes require.

What's more, the ferry companies are offering better and better deals on marketing merchandise including shell brochures, can provide some unusual settings for corporate business such as conferences, and offer special deals through the season.

One of the biggest, P & O European Ferries, has broadened its base of tours this year and will do so again next year in the face of stiff competition from its rivals. Its 1991 brochure contained breaks to Paris, Brussels, Amsterdam, Ostend, Bruges, Rouen, Boulogne and Calais using hotels carefully checked out for standard.

P & O's ace in the hole in 1992 is its deal with EuroDisney, which promises a great deal for individuals but, as yet, EuroDisney has held back on group rates for both the hotels and entry. P & O's 'preferred travel partner' status does look like meaning the best group rates - particularly for stays within EuroDisney - will be through P & O, so building EuroDisney business through them does seem sensible at present.

P & O offers a good group organiser manual, on request, overprinted stationery and a range of different breaks.

British Channel Island Ferries have a fairly unique extra on offer - no currency problems! BCIF has worked very hard on its day-away and short breaks business while Poole port has worked hard at improving dock facilities. Guernsey Hoppers are overnight sailings with six hours ashore for just £17 a head. The similar break to Jersey is to overnight sailings with a full day shore for £22.

B & I Line's Irish breaks - seven on offer this season - vary from three to eight days in the Emerald Isle. From this winter, B & I is throwing in entrance charges for attractions, requested by operators. And in a deal with P & O, B & I can also offer Cairnryan sailings to Ireland.

A seven-night break this year, taking in Galway, Clare and Killarney close to the Ring of Kerry, was from just over £170 a head rising to £212.

Sally Line was one of the first ferry companies to offer a full marketing services to coach operators, including overprinted brochures. France and Belgium are its specialist areas, since sailings are all from Ramsgate to Dunkerque. But aside from preset breaks, Sally Line's Customline service can tailor individual packages to order with just one 'phone call. Day trips, ferry only, were this year being sold at £200 per coach.

We've highlighted just a few ferry company deals. Sealink Stena have a good range of group rates for operators, as do Scandinavian operators. Make sure you know what they can offer before setting up next year's brochure.

Full details are from the ferry companies direct, from group reservations departments listed in current advertising.

Link-up offers complete service

LINK-UP International and Tour Link UK are a little more than just tour wholesalers.

For alongside the two operations are full marketing support, brochure design and insurance service companies which help make the Bath group almost a complete tour organiser.

The usual range of packages are on offer at Link-up International - the overseas side the wholesale operation - while Tour Link UK specialises in domestic packages. Link-up Financial Services supplies insurance packages, and Stephen Rodgers Marketing supplies brochure design to order.

Link-up is best-known for its short-break packages, selling 40,000 beds in Paris last year. The demand for 1992 accomodation will be provided by EuroDisney, says Link-up, and it is confident it has the means to fulfil all requirments.

Tour Link UK has had a particularly good year selling Ireland tours and breaks, which it says have had good loadings. Scotland has also been popular.

Details of all Link-up services are available from Charterhouse European Travel, 49a Southgate Street, Bath Avon BA1 1TG, Tel: 0225 447567, Fax: 0225 444074.

Golden Gateways still not stale

DESPITE being among Britain's best-known tour wholesalers, Golden Gateways has a few specialities up its sleeve.

The Kent-based operation is one of the top wholesalers for breaks in the Kent area - beocming more popular with UK tourists as the local tourist offices go on a sales drive.

School visits are another Golden Gateways line, with prices from £15 a head half board in Brighton, from £12 in Bath and from £18 in Stratford upon Avon.

Then there's the unusual. Golden Gateways can arrange a game of darts against the locals... in a Dutch pub. This starts at around £65 a head. Wine trips are also in the portfolio, as is racing at the Prix de L'Arc de Triomphe in October for around £70 a head.

Jersey and Guernsey are featured in many wholesalers' brochures, but few use the super-fast Condor Catamaran service out of Weymouth - a thrilling ride which cuts crossing times down to the minimum. Two nights in Guernsey comes in at around £79 a head, Jersey from £84.

All of this - and much more planned for 1992 - is masterminded by a young mind. Karen Watkins, product manager, said: 'Every operator and organiser knows his own market place and the expectations of his clients. Our aim is to provide a fast and professional service which meets the ideas, wishes and budgets of our clients precisely.'

Full details of all tours and short breaks are from Golden Gateways, Hill Place, London Road, Southborough, Tunbridge Wells, Kent TN4 0PX, Tel: 0892 511808, Fax: 0892 511606.

COACHES WELCOME

NEWQUAY

NEWQUAY

Arundell Hotel, Mountwise, Cornwall

A friendly family run hotel, centrally situated with panoramic sea views, offering full English breakfast and varied menus. Under personal supervision of chef proprietor.
★ 36 rooms, all en suite with colour TV, radio, telephone, intercom, tea making facilities ★ Entertainment 6 nights a week in our large bar with dance floor ★ Full central heating, laundry and ironing facilities ★ Lift ★ Heated indoor pool ★ Sauna ★ Solarium ★ Spa pool.
ON SITE PARKING ● DRIVER STAYS FREE
NOW BOOKING FOR 1992
Contact: Audrey Milne on (0637) 872481 (19943/CWL)

NEWQUAY

PARADISE BEACH HOTEL
Watergate Bay, TR8 4AB

A family run hotel 200 yards from beach. Newquay approx 3½ miles. 21 en suite rooms with col. TV, tmkrs, hairdryer, telephone, CH, sauna, solarium, games room, lic bar, dance floor, laundry room, choice of menu, entertainment.
AVAILABILITY FOR SEPTEMBER, OCTOBER, NOVEMBER and **CHRISTMAS. ALSO** taking bookings for **1992.**
Contact: Ann Thomas on
(0637) 860273
(20164/CWL)

CASTAWAYS, BEACH HOTEL, PORTH, NEWQUAY, CORNWALL

Licensed hotel overlooking Whipsiderry beach. All rooms en suite, col TVs, teamakers and phones. Excellent cuisine. Entertainment. Indoor pool, sauna and solarium. Car park. Children welcome.

EXCELLENT PARTY RATES
DRIVER/ORGANISER FREE
Tel. (0637) 876619
(19958/CWL)

LEICESTERSHIRE

RESERVOIR INN, CROPSTON

Charnwoods Premier Inn

Set in 6 acres of land adjacent to **Bradgate Park** and **Switherland Woods.**
The Inn offers bar snacks and afternoon teas.
Open 11am-11pm
Appointment only
Tel. 0533 362165
(Leicester) (19955/CWL)

SUFFOLK

The Marlborough Hotel Felixstowe

Welcomes all coach parties by prior arrangement offering – afternoon tea, bar snacks, buffets, carvery, restaurant, accommodation overnight stop! or weekends....
Drop off point and coach park nearby.
For further details contact Kris or Norma on 0394 285621, Sea Road, Felixstowe
(18609/HO)

WYE VALLEY

COACHES WELCOME
WYE VALLEY
NEW MEAL STOP!!!
for coaches touring the Wye Valley and Forest of Dean,
Lunches – Dinners
Cream teas – Snacks
"OPEN ALL HOURS"
THE WYE KNOT INN
SYMONDS YAT WEST
0600 890 501
3 miles Monmouth, 7 miles Ross, overlooking river and valley. River cruises available. Booking preferred
(19177/CW WV)

NORTHUMBERLAND

Otterburn Hall

Northumberland
★ Ideal base for coach holidays
★ Accommodation for up to 140
★ Very reasonable rates
★ Meal stops welcome
Please telephone Karen Smith FREE on 0800 591527 for full 'coaches welcome brochure'
(19942/CWL)

NORFOLK

EXPLORE THE DELIGHTFUL COUNTRYSIDE OF NORFOLK & SUFFOLK

While staying in our luxurious hotel. ★ We offer friendly and courteous service with bedrooms en suite, tea/coffee facilities, dial direct telephones, radio and colour satellite TV. ★ Excellent cuisine.
SPECIAL OFFERS FOR OCT/NOV/DEC 1991
Starting from £15.00 per person ½ board
Also we cater for lunches, afternoon teas and also high teas.
Booking now for 1992
Tel. (0493) 852427/843228
LINWOOD HOTEL
(19952/CWL)

SURREY

THE CHAMPAGNE'S ON US!

For the operator bringing the most parties to the farmhouse table
between April and July this year.
We are open all day from 7.30am to 11.00pm serving breakfast, lunch, snacks, teas, coffee and dinner.
Also 15th century village bar serving a wide selection of beers, spirits, wines etc. and with our gardens catering for the children we offer an excellent place to eat and drink.
For further details contact Ernest Carrington
Tel. 0342 832017
Eastbourne Road, Blindley Heath, Nr Lingfield, Surrey
(18351/SUR)

ISLE OF WIGHT

★ ATTENTION ★

Small family hotel on the Isle of Wight at Shanklin
Offers half board accommodation up to 22 adults and children from £100 including VAT
(Coach Driver Free)
Apply Mrs I Burton
Snowdon Hotel, 19 Queens Road, Shanklin, Isle of Wight
Tel. 0986 862853
(19703/HO)

LONDON

KINGSBURY

★ Tremendous location – close to Wembley stadium/arena
★ M1(J1) 5 mins – North Circular even less
★ Very large car park and large gardens
★ 4 bars offering bar meals + traditional ales
★ Carvery style restaurant also available (seats 100)
★ [illegible] facilities
★ Coach parties catered for by appointment
For further details telephone Stephen Naghi on 081 206 1293 or 204 6014
(18534/HO)
THE GREENMAN

LEWES

PULL IN AT THE BLUE BELL INN

Open 8am-12.30pm
Bed, breakfast and evening meals, snacks, sandwiches. We cater for your every requirement in fast food
★ Restaurant & Bar
★ Children welcome (adventure playground)
★ Large gardens with beautiful surroundings
★ Within easy access to an assortment of attractions in surrounding areas
Situated at the top of Broyle on the B2192 between Hallard and Ringmer, Nr Lewes. Ample coach parking. Ring now.
Tel. (0825) 840315
(19912/CWL)

COACHES WELCOME

COACHES WELCOME

LINCOLNSHIRE

TREAT YOUR PASSENGERS TO A VISIT AT THE LAKESIDE TEA ROOMS

★ Childrens adventure playground
★ Farm shop
★ Rare breeds poultry park
★ Pick your own fruit farm
★ Brymores famous ices

Set in lovely surroundings. Ample coach parking. Free meal for driver. Open daily 9am-8pm. (Follow brown tourist sign for Lakeside Adventure Park A158 out of Lincoln)

Barlings Lane, Langworth, Lincoln. Tel. (0522) 754226

(19909/CWL)

OPERATOR TO OPERATOR

JAN – DEC 1992

Tony Goss Travel are inviting coach operators to quote for whole/part of next year's tours amounting to 40-60 tours of 5-10 days duration to Belgium, Holland, Switzerland, Austria, Italy and Germany – Brochure/Private Groups.

Operators of VOLVO or SCANIA COACHES not more than 3 years old, with reclining seats, tea/coffee machines, toilets. Preference given to operators whose vehicles have ABS or Telma fitted.

Apply to Tony Goss Travel (Est 1975), 3 Somerset Place, Totnes, Devon TQ9 5AX for quotation forms – all applications replied to.

(20151/OP)

SCOTLAND

EXCELLENT VALUE IN SOUTH-WEST SCOTLAND

Less than ½ hour drive from the border and the main A74, our hotels offer an ideal stopover point.

STATION HOTEL
AA★★★ Dumfries RAC★★★
Tel. (0387) 54316
32 en suite bedrooms

QUEENSBERRY ARMS HOTEL
AA★★ Annan RAC★★
Tel. (046120) 2024
24 en suite bedrooms

Both hotels offer tea and coffee making facilities, colour TV, radio and telephone. ★ Full central heating. Accommodating one coach per night we guarantee you maximum attention

(19951/CWL)

MORECAMBE

★ AVAILABILITY DURING OCTOBER ★

AND ALSO FOR THE ILLUMINATIONS UNTIL THE 31st OCTOBER

Offering bed, breakfast and evening meal. En suite rooms available ● Lift to all floors ● Colour TV, satellite & video link ● Tea/coffee facilities in all rooms ● Fully licensed with entertainment 3 nights per week.

BOOKINGS TAKEN NOW FOR CHRISTMAS AND NEW YEAR

AT THE

EIDSFORTH HOTEL

For further information and bookings contact Mrs Rita Flanagan **(0524) 411691**

(20057/CWL)

CUMBRIA

★ NEW FOR 1991 ★

With the addition of a further 15 bedrooms, we are now able to offer superb service, friendly atmosphere and VALUE for MONEY to COACH OPERATORS.

★ All bedrooms en suite
★ Tea and coffee facilities ★ Colour TV
★ Most with trouser press and mini bar
★ Weekly entertainment

EASY ACCESS TO NORTH LAKES AND COAST

Coach Park and cleaning in grounds also wash available within 3 miles. Driver free.

Tel. 0900 64616

(19193)

The Clifton Hotel & Restaurant

GREAT YARMOUTH

★ NOW AVAILABLE IN ★
★ GREAT YARMOUTH ★

June, July, August, September.

With 27 bedrooms (10 en suite), Full central heating, excellent home cooking, adjacent to promenade, close to Britannia Pier and all amenities.

Coach parking in own grounds.

Bar lounge/dance floor, two lounges with colour TV, one *NO SMOKING.*

Don't delay phone today
Tel. 0493 843870

St Claire Hotel (19680/HO)

TORQUAY

T.H.A.

HOTEL *Concorde*

THE ENGLISH RIVIERA

★ FANCY THAT MEDITERRANEAN FEELING ★

Then come to THE HOTEL CONCORDE with our outdoor heated pool, 28 bedrooms + private facilities, colour TV all rooms, two lounges, licensed bar, entertainment, 4 course choice menu, driver's free and ample coach parking.

★ NOW AVAILABLE ★

7th – 14th September £99 inc. Sat 12th-19th and Sat 19th-16th **October.**
★ 7 days £95.00 inc ★
Mon-Fri, 5 days – 4 nights, £60 per person. **Fri-Sun including Sunday lunch £44 inc.**
ALL NOVEMBER £90 per person weekly. 5 days, 4 nights, £53. Fri-Sun including Sunday lunch £36 inc.
PRE-CHRISTMAS Turkey and tinsel. Weekends £48.00 per person. Mon-Fri £60.00.

AA

FOR FURTHER DETAILS, **TEL. 0803 292330**

RAC

(20224/CWL)

WALES

THE BELGRAVE HOTEL TENBY

Warm, friendly, comfortable, good food, choice menu, nightly entertainment.
All bedrooms with tea, coffee making facilities, Sky TV. Most with private bathrooms.

Sept 7th-13th (Sat-Fri) 6 nights half board **£100 + VAT**

Sept 29th-Oct 4th (Sun-Fri) 5 nights half board **£75 + VAT**

Tel. Tenby (0834) 2377 asking for Malcolm Thomas

RING NOW FOR 1992 (20229/CWL)

CORNWALL

THE PENDOWER HOTEL
SEAVIEW ROAD, FALMOUTH, CORNWALL

Available for approx 40 guests. Mostly en suite with tea/coffee facilities, near to beaches and town centre, fine English cooking, TV lounge, bar, outdoor heated pool and sauna.

★ Some weeks now ★
Available for 1991

For **small** or larger groups and parties
Tariff rates available
For more information
Tel. (0326) 312108

(19730/CWL)

EASTBOURNE

AVONDALE
PRIVATE HOTEL
77/79 Royal Promenade Eastbourne

28 bedrooms, 8 en suite bar, 3 nights entertainment, ample parking for coach parties. Mini breaks all year round from £60. 4/5 days

OPEN FOR CHRISTMAS with special **CHRISTMAS THEME** now taking bookings for **1992.**

Tel. 0323 23510

COACHES WELCOME

Coachmart CLASSIFIED MARKETPLACE

TELEPHONE 0733 898111 FAX 0733 62656

RATES
PRIVATE SALES (vehicles) – Contact Sally Wright. **Display:** £9 per single column centimetre – 3 or more insertions £8.10 per single column centimetre. **Lineage:** £1 per word (minimum 25 words) 3 or more consecutive insertions 90p per word. **Subscribers' Privilege Lineage Rate:** 50p per word (minimum 25 words) 3 or more consecutive insertions 45p per word.
TRADE SALES (vehicles) – Contact Sally Wright. PRODUCTS & SERVICES – Contact Steve Gibbons. **Display:** £9 per single column centimetre. Series discounts (for space taken within 12 months of first ad appearing) 7 insertions: 5%, 13 insertions: 10%, 26 insertions: 15%, 39 insertions: 17½%, 52 insertions: 20%.
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COACHES WELCOME, MEALSTOPS, FEATURES – Contact Ruth Kitchen. **Display:** £11 per single column centimetre. Series discounts available. Please phone for details.
Copy deadline: 1pm Tuesday for Thursday's issue. **Cancellation deadline:** 11am Tuesday.

BARGAIN BUSES

BARGAIN BUS

1988 F REG
TOYOTA CAETANO
19 seat, PA system and curtains, MoT till Nov, good clean condition.
£20,000 ono + VAT
Tel. (0287) 633971 (Cleveland)
(20059/BAR)

BARGAIN BUS

1984 DAF DKFL PLAXTON PARAMOUNT 3500
4 star specification, MoT Dec 1991, private plate, painted all white, and in excellent condition.
£28,500 + VAT
Tel. 0506 881318
(20064/BAR)

BARGAIN BUS

Driver Training Vehicle
1966 LEYLAND PD2
Manual, Recon 680 Engine, Class 5, MoT.
£2,500 + VAT
Rennies of Dunfermline
Tel. 0383 620600
(20095/BAR)

BARGAIN BUS

1974 AEC 760 6-speed, ZF, Dominant II front, Bristol Dome, new floor, test May 1992, good, reliable coach, ready for work.
Tel. 0888 63474 or 0888 63994 Scotland
(20161/BAR)

BARGAIN BUS

C REG FREIGHT ROVER
High top, 13 highback reclining moquette seats with armrests, luggage racks, 5 speed, 2.5 diesel, radio/cassette, COIF, good condition, unlettered, very economical, MoT.
£5,500 + VAT
Telephone: 0742 469881
(20230/BAR)

AEC

1976 760 57 seater Plaxton, MoT to September, **£5,500 + VAT ono. Cedar Coaches. Tel. Bedford (0234) 354054.**
(20086/SE)

AEC 760 Plaxton 'N' reg, 44 reclining seats, toilet. Ideal for local schools. **£4,000 + VAT. Phone 0602 789466.**
(20155/AEC)

RELIANCE PLAXTON, 51 seater, L registration, choice of two, 1 x 760, 1 x 691, long MoTs, owned by us from new, ideal contract vehicles, **£1,900 each. Tel. Berrys (0823) 331356.**
(20246/AEC)

1979 (V) AEC Dominant II, 53 seats (Express), speed limiter, Webasto, tinted windows, t&t, good runner, **£8,000 ono + VAT. Tel. (0729) 823446 (N Yorks).** (20237/AEC)

AEC 505, 40 seater, Mk4 front, Plaxton body, Bristol dome, private plate, well above average, 9 months MoT, **£2,500 + VAT.** No time wasters please. **Tel. (03873) 80553.** (20245/AEC)

BEDFORD

1980 YMT PLAXTON
53 seater, Telma, tested 4/92.
£6,750 + VAT

1979 YLQ PLAXTON
45 seater, tested 1/92.
£4,250 ono + VAT

Tel. 081 599 2411
(19981/BE)

BEDFORD

1987 YMP 35 SEATER PLAXTON PARAMOUNT
This coach is in exceptional condition and is fitted with reclining seats, tinted double glazed, pull down blinds, full soft trim etc.

£39,000 or near offer

HORNSBY COACHES
Tel. (0724) 282255
(19979/BE)

1983 BEDFORD YNT DUPLE DOMINANT III
53 seater, MoT 21/2/92.
£12,000 + VAT

1983 BEDFORD YMP PLAXTON PARAMOUNT
35 seater, MoT 6/5/92.
£15,000 + VAT

Both vehicles are in excellent condition and have many extras.
No reasonable offers refused.

Tel. 0564 794794 after 6pm 0564 792047
(20100/BE)

1979 BEDFORD YMT, 53 seater Plaxton, MoT till Dec '91, good condition, **£4,500 + VAT. Tel. (0858) 462809.**
(19983/BE)

BEDFORD DOMINANT IV, tinted and double glazed windows, recon turbo engine, X Reg, 51 seats, 12 months test, **offers. 1977** Dominant II, tested, good contract coach, **£3,750 + VAT. Tel. (0328) 710589.** (20077/BE)

C REG BEDFORD YMP
Turbo/Maxeta body, 35 seats, 9 standees plus pram pen. MoT Dec '91, Allison Auto.
£17,500 + VAT
This vehicle has been well maintained, in daily use and owned by us since new.
Please contact Hutchison's Coaches, Overtown, Wishaw. Tel. (0698) 372132
(20170/BE)

1983 BEDFORD YNT 11m DUPLE DOMINANT III
53 seats, recon engine 8/90, full MoT, Telma, speed limiter, double glazed, stereo, radio cassette.
£14,000 + VAT
Tel. 021-359 8877 No P/X
(20166/BE)

35 SEATER BEDFORD YMP/S
Plaxton Paramount. 1985 (B). Test till Dec '91, double glazed, Blaupunkt radio/PA, very good condition.
£27,500 + VAT
OK TRAVEL
North Bondgate, Bishop Auckland
Tel. (0388) 604581
(20190/BE)

BEDFORD PARAMOUNT YNT, 53 seats, first reg 1.1.83, private plates, interior immaculate, **£16,500. Tel. (0205) 364087. Possible part exchange.** (20188/BE)

1979 BEDFORD YLQ, Plaxton Supreme, taxed, MoT June '92, **£5,750 + VAT. Tel. (0934) 833177.** (19649/BE)

1983 BEDFORD YNT PLAXTON SUPEME V. Curtains, tinted windows, radio, tap, PA, armrests. Good clean condition, taxed, tested 1992. **£18,500 plus VAT. 0773 719278. For sale – 3 phase compressor.** (20219/BE)

BEDFORD YMT PLAXTON SUPREME III, 1977, 46 reclining seats, PA, radio, side lockers, test November 1991. **£2,750. Tel. 0462 811470/815424. Andrew Sutcliffe.** (20228/BE)

1985 BEDFORD YMPS, 35 seater (recliners) tables etc. **£22,000 + VAT. Tel. 02657 62441.** (20225/BE)

DAF

1982 DAF PLAXTON MB200
51 R, curtains, tinted windows, courier seat, good condition, MoT April '92.
£22,000 + VAT
Tel: 0279 435890
(20096/DAF)

DAF

1986 DAF PANORAMIC

49 recliners, c/seat, toilet, drinks machine, fridge, 2 TVs, video, radio/PA/cassette, d/bunk, Telma, A1 condition, MoT Sept, taxed '91.

£48,000

Tel. 0268 540071 (Essex)

(20073/DAF)

1986 JONCKHEERE P599, 28 seat, full executive, fully fitted rear kitchen, 4 monitor video, independent generator..... **£50,000 ono**

1987 LAG PANORAMIC DAF, running gear, 28 seats, full executive spec, fully fitted, rear kitchen, 4 video monitors, centre toilet..... **£50,000 ono**

Tel. (0903) 892625

(20052/DAF)

1986 DAF 2300, rear engine, Plaxton 3200 body, 49 reclining seats, sunken toilet, MoT June '92, very good condition, **£36,500 + VAT. Tel. Ivan Thomas 081 397 4276 or 081 397 3774.**

(19972/DAF)

1983 MB200DKFL EXECUTIVE, with toilet, driver's bunk, TV, video, coffee machine, 46 seats, 4 tables, double glazed, Telma and limiter fitted, 198,000km, MoT April 1992, **£38,000 ono. Howletts Coaches, Winslow. Tel. (0296) 713201.** (20244/DAF)

DOUBLE DECKERS

LEYLAND ATLANTEAN, 76 seaters, long MoT's. Choice of 7. **£2,750 + VAT each. Rennies of Dunfermline. Tel.0383 620600.** (19954/DD)

FORD

1978 FORD R1014 Willowbrook, 47 seat, service bus, power steering, manual gearbox, MoT Nov 91. **£3,500 + VAT. Tel. (0303) 51782 (Folkestone).**

(20041/FO)

FORD

FORD'S Dominant 2, 1980 reg, 53 seats, ideal for Schools contract or Service etc. Choice or two at **£4,250 each + VAT. Phone 0602 789466.**

(20157/FO)

FORD Plaxton Mk 4, 1980 reg, 53 seater in daily use. Ideal Schools or Works contracts. **£4,500 + VAT. Phone 0602 789466.** (20158/FO)

DECEMBER 1979, Ford R114 Alpha bodied, 53 seater, red interior, side lockers, manual door, good tyres, taxed and tested November 1991, **£4,000 ono + VAT. Tel. (0200) 26269 (Lancs).** (20088/FO)

FORD R1114
1981 PLAXTON GT

53 recliners, Telma, curtains, side lockers, very good condition.

Offers

Tel. (0333) 26109 Fife

(20054/FO)

LEYLAND

1983 Tiger 245 ZF, 53 str, Plaxton 11m Plaxton Paramount.....**£25,000**

1983 Tiger 245 Hyd, 53 str Duple Dom IV 11m Express, choice of two.....**£19,500**

1981 Leopard Semi, 53 str Plaxton 11m Supreme Express **£13,500**

1979 Leopard Semi, 53 str Plaxton 11m Supreme Express **£9,500**

All the above are in good condition throughout with long MoTs.
Offers will be considered.

HORNSBY COACHES
Tel. (0724) 282255

(19978/LE)

1977 FORD R1114, 53 seater, MoT, **£4,500 + VAT. Tel. (0386) 45847.**

(20178/FO)

1981 Ford R1114 Dom IV, Telma, radio, PA, side lockers, tinted windows, power door, all white, MoT 7/5/92, taxed, **£6,750 + VAT ono. Tel. (0268) 540071.** (20074/FO)

1974 FORD DUPLE DOMINANT I, 53 seats, MoT 12.9.91. Will have new MoT August 1991, **£2,500. 1973 FORD PLAXTON ELITE,** 45 seats, MoT 8.6.92, **£1,500 ono. Howletts Coaches, Winslow (0296) 713201.** (20243/FO)

LEYLAND

1984 ROYAL TIGER EXECUTIVE, 49 recliners, ZF box, toilet, drinks machine, curtains and Telma. **1984 Leyland Tiger Paramount,** 3500, both in excellent condition with current MoTs. **Tel. (0742) 441341.** (19982/LE)

1977/78 LEYLAND LEOPARD DUPLES. 47/49 seaters, express, all long MoT's, some full year. Choice of 6. **£5,000 + VAT each. Rennies of Dunfermline. Tel. 0383 620600.** (19953/LE)

LEYLAND LEOPARD PLAXTON, 12 metre, 1979, 57 seats, roof matching trim, MoT 1992. **£11,000. Tel. 0222 884648/9.** (21095/LE)

LEYLAND

1988 TIGER

Pneumocylic box, Derwent body, 54 seats + 24 standees, MoT June '92.

£45,000 + VAT ono

Tel. 041-956 5678

(20227/LE)

MERCEDES

MERCEDES 407D, 1988, 15 seater, radio cassette, tinted windows, excellent condition, new MoT, **£12,000. Tel. 031 440 1013.** (20087/ME)

MERCEDES TAZ DUBRAVA

1988, F reg, 54 seats, double glazed, Webasto heating, resprayed in your colours.

£37,000 + VAT

Telephone: 081 994 2640

(20233/MER)

MERCEDES

EXECUTIVE MERCEDES 811D

August '88, 24-30 seats. Tables with lamps, toilet/washroom, bar, water boiler, forced air/reading lights. TV/video, PA system, telephone, radio/cassette, power door, large boot, full maintenance history. Available 31.7.91.

£29,500 ono

Tel. (0494) 816159 (20238/ME)

ONE ONLY

15/16 seat, full luxury, PSV, 410 diesel, pas, all extras included, special offer! To be exhibited at NEC **BCC Coaching Symposium** in **October in your livery.**

Tel. 0392 211611

and put your name on it!

(20179/ME)

MERCEDES 608D, 1982, 25 highback moquette seats, luggage racks, stereo cassette, 12 months test, taxed, good condition. **£5,500 + VAT. Tel. 0742 787868.** (20094/ME)

MERCEDES 508D, 1983 on A, 18 seater, luggage racks, radio, MoT and tax August '91, good condition all round, reason for sale – lost contract. **Hence £7,000 + VAT. Tel. (0785) 41319.**

(20181/ME)

NEOPLAN

1984 JETLINER – Merc engine, 49 recliners, full exec, £31,000. Contact Dave, **061-480 0617.** 20253/NEO

CITY LINER, August 1983, private plates, MoT May '92, owner driver, full Executive, Econocruise fitted, since new unlettered, vgc. **£42,000 + VAT ono. Tel. 051-724 5727.** (20255/NEO)

SCANIA

1988 K112 – VAN HOOL SUPER HIGH, 49 recliners, full exec, £71,000. Contact Dave, **061-480 0617.** 20252/SC

SCANIA

SCANIA K112

Choice of 5 1984-1987 Van Hool and Jonckheere P599 executive specification.

Tel. day or night
0484 517969

(19958/SC)

SCANIA K112 TR
PLAXTON 4000

71 seats, double decker coach, 1986, C reg, full executive specification. **£50,000 + VAT.**

RELIABLE VEHICLES
041 886 5633

(20105/SC)

SETRA

1983 PRIVATE PLATE HI LINE SETRA 215 HD
Superb condition, 49 recliners + courier, toilet, coffee machine, 2 x TV video, voith, Webasto, air suspension, bunk, just sprayed, twin pack white.
£49,500 + VAT
Tel. (0375) 673482 day
(0375) 670163 eves
(20044/SE)

SEDDON

SEDDON 7 GARDNER, 180 engine, Alexander bus body, 1976, 53 seats and 24 standees, new MoT until 17.8.92. **£5,500 + VAT ono. Cedar Coaches. Tel. Bedford (0234) 354054.**

SEDDON pennine 'R' reg, 53 seats, 23 standees, Gardner engine, ZF gearbox. **£2,250 + VAT.** Choice of five. **Phone 0602 789466.** (20159/SE)

VOLVO

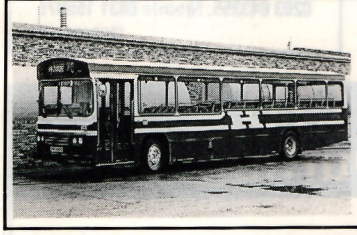
1990 B10M DUPLE 340, 53 R, toilet, TV, video, O/S door, MoT 3/92. **£79,000 + VAT.** P/X considered, Dennis or late Bedford Dunnet coaches. **Tel. 0955 83202.** (20098/VO)

1981 B58 PLAXTON VIEWMASTER, 50 recliners, £17,000. Contact Dave, **061-480 0617.** 20254/VO

VOLKSWAGEN

1987 VW TURBO OPTARE
25 seats, very good condition.
£9,750 + VAT
Tel. 071 935 0072
(20226/VW)

VOLVO



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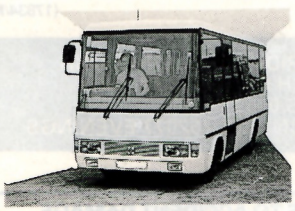

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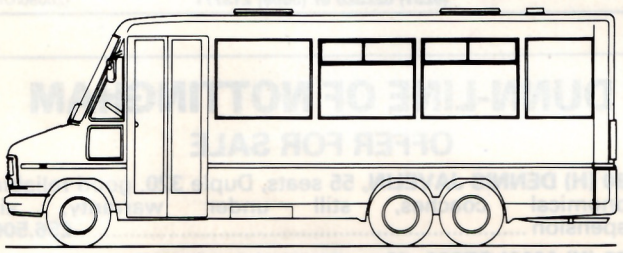

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57 recliners, curtains & centre gangway carpets, all in white, MoT till March '92, choice of two.
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45 seats, MoT till March '92.
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NEW TRANSIT 15, diesel, automatic, early.
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91 MERCEDES 709 service, 29 + 10.
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90 TALBOT TRI-AXLE, 22 + 7, PSV, low mileage.
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89 MERCEDES, 26 coach seats, low mil.
89 (G) TALBOT TRI AXLE DP TURBO, power door, 22 + 7, low mil.
89 MERCEDES, 24 coach seats, boot tested.
89 (G) TRANSIT, 16, power door, coach seats.
89 (F) FREIGHT ROVER, 16 coach seats, new test.
89 MERCEDES 609, 24k, power door, mil.
88 TALBOT Triaxle, 22 + 7 standees.
88 MERCEDES, 24 service seats, p door, auto.
87 TRANSIT 12, Di, LWB, PSV tested.
87 TALBOT 12, diesel, 5 speed.
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87 (E) FREIGHT Rover, diesel, 16 coach, PSV.
86 OPTARE CUB, auto, 33 p/door & standees.
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80 (W) VOLVO PLAXTON, 53, 11 mtr, testing.
80 VOLVO CAETANO, 53 retrimmed. **£7,500.** Tested.
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Plus Atlantean Deckers.

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1986 (C) FORD TRANSIT, 16 seater mini coach, power door, MoT March 1992.

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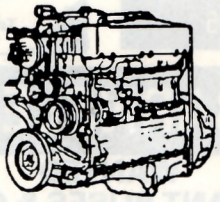

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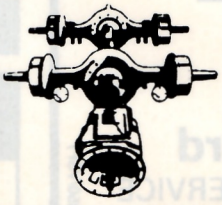

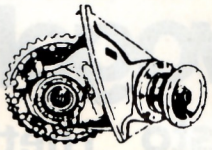

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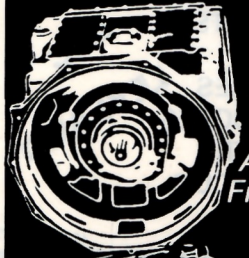

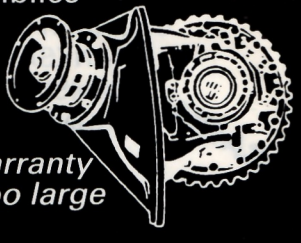

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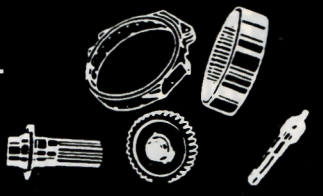

(12354 VE)

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WANTED. Set of 53 standard seats for Plaxton, must be in good condition. **Tel. 081 527 0268, mobile (0836) 792094 London.** (20236/WA)

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12/16 seats. Interchange for Ford R1114 360 Turbo. (P reg). Equipped with side lift. Servery, toilet. Used daily.
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Tel: 051-724 2266. Fax: 051-724 6427
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62 Maidstone Road, Grays, Essex RM17 6NF
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BUS & COACH COUNCIL Associate Member
(18445)

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Operations include local services, schools and private hire.

6 Coaches & 5 D/Deckers

Prime Town Centre Depot with garage, ample parking, offices and manager's residence.

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GENUINE REASON FOR SALE

Price and Further Details on application

P.O. Box No. 20256, Coachmart, Wentworth House, Wentworth Street, Peterborough.

20256/BFS

EAST LONDON COACH COMPANY

Ideally situated for motorways North and South. Fleet of 8 modern vehicles of various sizes with lucrative local contract tours and private hire. Premises available if required including workshop with full length pit.

Genuine enquiries only, write to:
BOX NO 20180
Coachmart Classified
Wentworth House, Wentworth Street, Peterborough PE1 1DS

(20180/BFS)

SMALL, FAMILY RUN COACH BUSINESS FOR SALE, NEAR LUCRATIVE SOUTH COAST

Contracts, private hire, tours etc. 7 international licences. Workshop/garage on long lease. Sale due to owner's retirement. Three bedroomed detached house available if necessary.

Please apply to **Box No. 20251, Coachmart, Wentworth House, Wentworth Street, Peterborough**

(20251/BFS)

TENDERS

Would you like to run buses in Bedfordshire?

Bedfordshire County Council is currently updating its list of PSV operators who wish to be sent invitations to tender for local bus and school contract services. If you have not received a renewal form in the last few weeks, and wish to be placed on our records, you can obtain an application form by writing to

The Passenger Transport Section
Department of Transportation Engineering
Bedfordshire County Council
County Hall
BEDFORD MK42 9AP

or telephone 0234 228341

This notice is issued in accordance with Section 89 of the Transport Act 1985.

Bedfordshire COUNTY COUNCIL

FOR SALE FAMILY RUN Contract Private Hire and Tours. Operation on Cheshire/Staffordshire Border. Nine vehicles, plus stocks of parts and equipment. Premises to rent. For details **phone 0782 784595 after 6pm.**

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WANTED

WANTED – A full set (53) of Plaxton and Duple seats. Must be in first class condition, will exchange worn sets if required. Cash on collection. **Tel. 0602 789466.** (20222/WA)

TENDERS

ESSEX COUNTY COUNCIL
INVITATION TO TENDER FOR LOCAL BUS SERVICES

The County Council is seeking tenders from bus and coach operators to enter into service subsidy agreements to provide bus services in Colchester and Tendring area(s). Operators wishing to receive further information and tender documents should contact immediately: County Planner, Essex County Council, County Hall, Chelmsford, Essex CM1 1LF or telephone Chelmsford (0245) 492211 Extension 51591.

Completed tender documents must be received by 1200 hours (noon) on 30th July 1991. Tenders received after this date will not be considered.

R.W. Adcock **27th June 1991**
Chief Executive and Clerk

(20186/TEN)

ESSEX COUNTY COUNCIL
INVITATION TO TENDER FOR EDUCATION TRANSPORT

The County Council is seeking tenders from bus and coach operators to enter into service subsidy agreements to provide education transport services in West, North-West, North-East and South-West area(s). Operators wishing to receive further information and tender documents should contact immediately: County Planner, Essex County Council, County Hall, Chelmsford, Essex CM1 1LF or telephone Chelmsford (0245) 492211 Extension 51591.

Completed tender documents must be received by 1200 hours (noon) on 30th July 1991. Tenders received after this date will not be considered.

R.W. Adcock **27th June 1991**
Chief Executive and Clerk

(20187/TEN)

TENDERS INVITED for

1988 Leyland Tiger Jonckheere P50
48 seater luxury coach, new MoT

Realistic bids of circa £65,000 considered
ANY INSPECTION – VIEWING BY ARRANGEMENT IN ESHER, SURREY

Tenders to:
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Product Finance, Capitol House,
Epsom, Surrey KT17 4NY
Telephone: 0372 729630
Fax. 0372 745299 (20173/TEN)

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1990 G SB3000DKV, VAN HOOL ALIZEE DH, 51R + TOILET
1990 G MB230LT, VAN HOOL ALIZEE SH, 53R + TOILET
1990 G SB2305DHS, VAN HOOL ALIZEE DH, 51R + TOILET
1989 G SB2305DHS, VAN HOOL ALIZEE DH, 51R + TOILET
1989 F SB2305DHS, VAN HOOL ALIZEE DH, 51R + TOILET
1989 F SB3000DKV, VAN HOOL ALIZEE DH, 51R + TOILET
1989 F MB230LT, PLAXTON 3500, 53R
1989 F MB230LB, PLAXTON 3500, 51R + TOILET
1989 F MB230LB, PLAXTON 3500, 53R
1988 E MB230LT, PLAXTON 3500, 53R + TOILET
1988 E SB3000DKV, VAN HOOL ALIZEE SH, 49R + TOILET
1988 E SB3000DKV, VAN HOOL ALIZEE DH, 51R + TOILET
1988 E SB2305DHS, VAN HOOL ALIZEE DH, 51R + TOILET
1988 E SB2305DHS, DUPLE 340SL, 57R
1988 E SB2305DHTD, DUPLE 320SL, 57R
1988 E MB230LB, VAN HOOL ALIZEE SH, 53R + TOILET
1988 E MB230LB, VAN HOOL ALIZEE H, 51R + TOILET
1988 E MB230LT, PLAXTON 3500, 53R + TOILET
1988 E MB230LB, PLAXTON 3500, 53R
1988 F MB230LB, PLAXTON 3500, 51R + TOILET
1987 E MB230DKFL, PLAXTON 3500, 55R
1987 D MB230DKFL, VAN HOOL ALIZEE H, 55R
1987 D SB2305DHTD, PLAXTON 3200, 57
1987 D MB230DKFL, VAN HOOL ALIZEE H, 51R + TOILET

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1987 D DAF SB2305DHTD, PLAXTON 3200 DH, 53R
1985 B DAF SB2300DHS, PLAXTON 3200, 53R
1985 B DAF SB2300DHS, PLAXTON 3200, 55 SEATS
1986 D SB2305DHTD, PLAX 3200 LOW DRIVER, 55R
1986 C MB230DKVL, DUPLE 340 SLX, 52R + TOILET
1986 C MB200DKFL, PLAXTON 3500, 51R + TOILET
1983 PP MB200DKFL, JONCKHEERE P50, 49R + TOILET
1983 A MB200DKL, MOSELEY ALPHA, 43R
1989 F VOLVO B10M, JONCKHEERE DEAUVILLE, 49R + TOILET + AIR COND
1987 D VOLVO B10M, PLAXTON 3500, 51R + TOILET
1985 B FORD PLAXTON 3200, 35
1985 B BEDFORD YMP, PLAXTON 3200. 35
1985 C BEDFORD YNV, PLAXTON 3200, 53
1980 V BEDFORD PJK, PLAXTON SUPREME, 29
1978 T BEDFORD YMT, PLAXTON EXPRESS, 53 SEATS
1984 A LEYLAND TIGER 245, LAG GALAXY, 49R + TOILET
1978 S LEYLAND LEOPARD, DUPLE DOMINANT II, 53
1985 C BOVA FUTURA, 49R + TOILET + AIR COND
1985 B FORD PLAXTON 3200, 35 SEATS

Redbridge

ENGINES
TRANSMISSIONS
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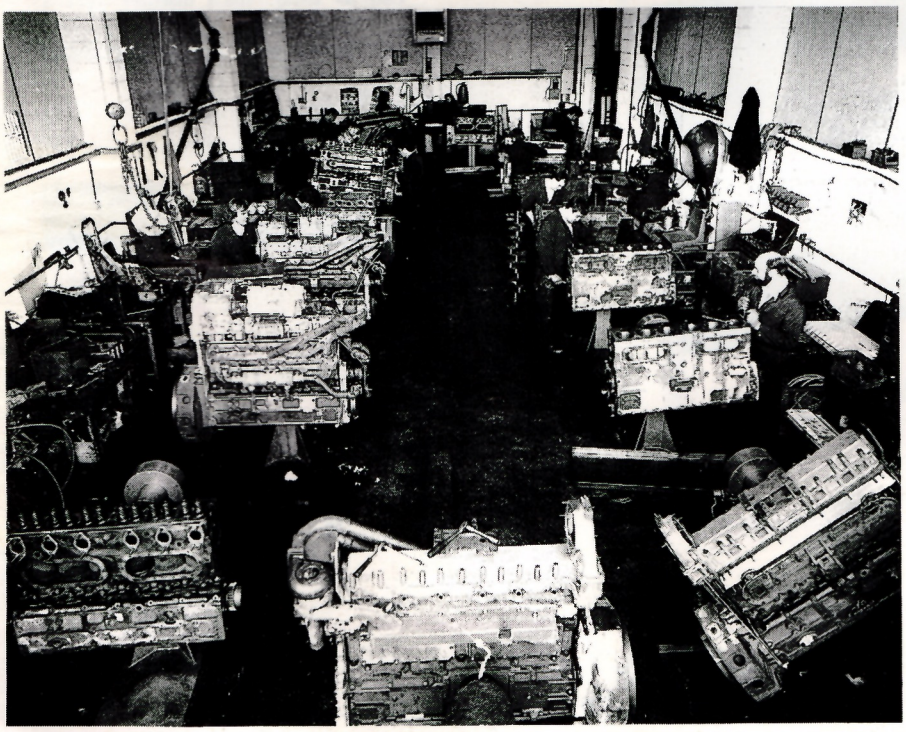

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WEST YORKSHIRE

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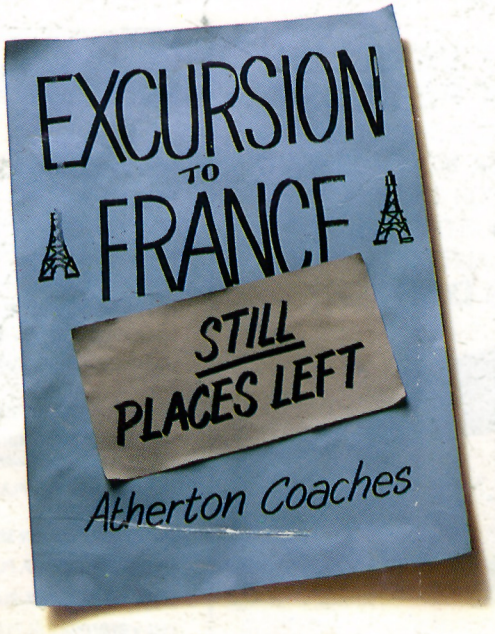
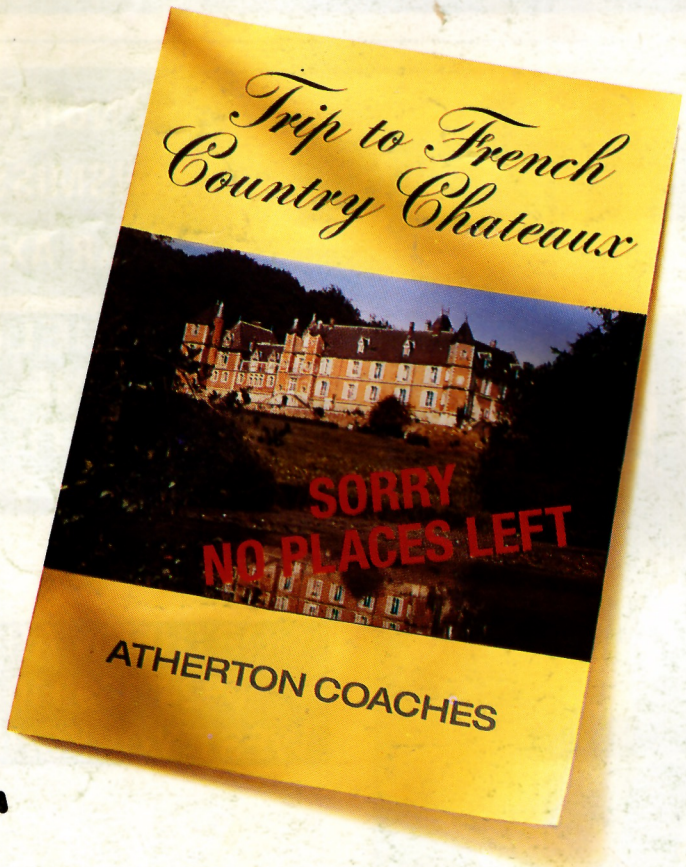


What difference does it make which ferry you book?



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